

LEATHER AND SHOES

The Magazine for Executives

MARCH 28, 1953

HIDE FUTURES—

Nerve Center Of The Industry



designers and foremen agree

tufsta

makes their jobs easier

Why Foremen
like TUFSTA



Tufsta is easy to work with. Its extra strength helps prevent stretching or breaking in "pulling over" and other operations where strains occur.

Tufsta allows stitches to countersink perfectly.

Tufsta pays for itself many times over by saving factory cripples and rejects.



FOR ADDED WEIGHT AND APPEARANCE IN LIGHTER LEATHERS SPECIFY TUFSTA DOUBLER®

Tufsta Doubler gives lighter and cheaper leathers the top quality appearance of the best grade shoes. It adds plumpness — gives right body for stitching — is non-absorbing — won't shrink — molds to shape of shoe and holds that shape without springing back when lasts are pulled.



Why Designers
like TUFSTA

Tufsta gives them greater styling freedom, reduces problems common to multiple cutouts, perforations, and narrow straps. It's tough and strong — gives shoes extra strength wherever a pattern has a weak spot.

Tufsta can't fray, eliminates chances of unsightly or irritating rough edges. Why?

Because it's a non-woven cotton base material far superior to paper imitations.

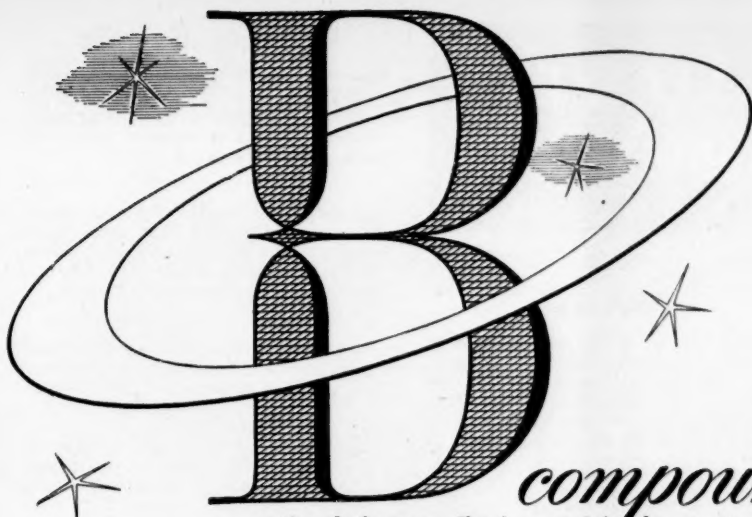
Designers, foremen, sales managers and, treasurers, too — they all like Tufsta because it helps them produce and sell a better, more salable shoe. That's why it's recognized as the best reinforcing material ever made for the shoe trade.

If you're not using Tufsta, be sure to write us for free samples.

tufsta
THE SUPERIOR SHOE REINFORCING MATERIAL
made by

Respro Inc.
MADE IN U.S.A.

Manufacturers of a complete line of quality vamp, quarter and socklinings for the shoe trade



compound... is our name for the sen-

sational thermo-adhesive used in the construction of six important new box toe materials. Cream white in color, it is both clean to handle and clean in shoes. It softens speedily in box toe apparatus and permanently bonds the vamp lining to the box toe. Toe walls and domes are uniformly rigid yet their rearward portions are as you want them to be — flexible — and comfortable to the foot. Seven years in our laboratories, B compound, and the structural plastic films used with it, represent the latest — and the ideal — box toe construction for volume shoemaking.



For samples and further information please write Beckwith Manufacturing Company, Dover, New Hampshire, specifying the particular material you are interested in and enclosing patterns or tracings of the sizes wanted.



	#2 WHITE	3DNC	DCL-50	NC	2GF	4GF
FOR }	WHITE FELT BASE Women's & Juveniles	WHITE FLANNEL BASE Women's & Juveniles	WHITE LAMINATE Juveniles	GREY FLANNEL BASE Women's & Juveniles	GREY FELT BASE Women's & Juveniles	GREY FELT BASE Men's

Beckwith **BOX TOES**

He Liked It

Sirs:

... All of us here liked tremendously your editorial, "We Haven't Told Our Story," in your March 14 issue. We're impressed with the fine job you did in showing what a simple thing this supposedly complex art of Public Relations is.

The shoe retailers in Abilene did exactly what you suggested, applying it to "The New In Shoes" program, and from all reports it worked out splendidly. They called a meeting of the 27 potential retailer participants—and 23 showed up. Then instead of the eight-page newspaper shoe section they had planned, they wound up with sixteen.

Sam Sullivan

Laredo, Texas

He Didn't

Sirs:

... While I have repeatedly voiced my respect for the sound judgment and pithy style of the majority of your editorials, I regret that the editorial in your March 7 issue, titled "Distressed Merchandise," can only be termed puerile nonsense.

There are, undoubtedly, many easier channels by which the industry can approach Utopia. Surely, you must have an excuse for having the temerity to foist such a poorly thought-out piece on your avid public.

May I add that notwithstanding this particular "flub," I remain one of your most appreciative fans.

H. C. Levy

President

Dale Footwear

Coopersburg, Pa.

Vice Versa

Sirs:

... I agree with your editorial in the March 7 issue—"Distressed Merchandise"—and I hope that we can find a satisfactory outlet represented by the foreign markets you suggested in the article.

E. C. Brand

Ortho-Vent Shoe Co.

Salem, Va.

LEATHER AND SHOES

The Magazine for Executives

Vol. 125 March 28, 1953 No. 13

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LEATHER and SHOES, The Magazine for Executives, published weekly by The Rumpf Publishing Co., 300 West Adams St., Chicago 6, Ill.

Cable address: HIDELEATH. Subscription price: United States, \$5.00; Canada, \$6.00; Foreign, \$7.00. Single copies, 15c; back copies, 30c. Entered as second class matter Jan. 19, 1948, at Chicago, Ill., under Act of March 3, 1879. Additional entry at Boston.



MEMBER: Audit Bureau of Circulations

Coming Events

April 9-10, 1953 — Spring Meeting of Tanners' Council of America, Inc. Boca Raton Club, Boca Raton, Fla.

April 12-16, 1953 — Advance Boston Showing of Fall 1953 shoe styles. Sponsored by New England Shoe and Leather Association. Hotels Statler and Touraine and member showrooms in Boston.

April 19-22, 1953—St. Louis Shoe Show, sponsored by St. Louis Shoe Manufacturers Association in leasing St. Louis hotels.

April 26-28, 1953—Fifth Factory Management Conference. Sponsored by National Shoe Manufacturers Association. Netherlands-Plaza Hotel, Cincinnati, O.

May 1-2, 1953 — 1953 Convention of North American Superintendents' and Foremen's Association. Hotel Commodore, New York City.

May 3-7, 1953—Popular Price Shoe Show of America showing of footwear for Fall and Winter 1953. Sponsored by National Association of Shoe Chain Stores and New England Shoe and Leather Association. Hotels New Yorker and McAlpin, New York City.

June 7-10, 1953—Annual Convention of American Leather Chemists' Association. Netherlands-Plaza Hotel, Cincinnati, O.

June 13-15, 1953—Shoe Service Industry Trade Exposition. Sponsored by Shoe Service Institute of America, in conjunction with its 48th Annual Convention. Hotel Sherman, Chicago.

June 15-16, 1953—Annual Spring Meeting of National Hide Association. Shamrock Hotel, Houston, Texas.

August 17-19, 1953—Allied Shoe Products and Style Exhibit. Hotel Belmont-Plaza, New York City.

August 18-19, 1953—Showing of American Leathers for Spring and Summer, 1954. Sponsored by Tanners' Council of America. Waldorf-Astoria, New York City.

Sept. 6-11, 1953—Annual Meeting, International Union of Leather Chemists Societies. Barcelona, Spain.

October 11-14, 1953 — Canadian Shoe & Leather Convention and Shoe Fair. Sponsored by shoe manufacturers, shoe suppliers and tanners. Mount Royal Hotel, Montreal.

October 22-23, 1953—Annual Fall Meeting of Tanners' Council of America. Edgewater Beach Hotel, Chicago.

Oct. 26-29, 1953—National Shoe Fair, sponsored jointly by National Shoe Manufacturers Association and National Shoe Retailers Association at the Palmer House and other Chicago hotels.

News about

B. F. Goodrich Chemical *raw materials*



1. Hycar-impregnated paper, when used for insoles and welting, adds advantages: high resistance to moisture, chemicals and aging. It's soft, yet extra strong and increases tear and wet strength.



2. Hycar is an excellent pigment binder in making leather finishes. It gives strong adhesion to leather and fiber, increases wear.

HYCAR HELPS 3 WAYS in shoe production and sales

3. Where soles are bonded to uppers, Hycar-based adhesives resist the effects of water, oil, gasoline, sand and grit. The adhesives work equally well to bond soles made with rubber, cork or plasticized polyvinyl chloride to any material commonly used for uppers.



THE three uses for Hycar American rubber pictured here help shoe manufacturers improve production techniques—and also help produce more saleable shoes.

Hycar is a highly versatile material. It can be used as an adhesive . . . as a latex for coating or impregnating . . . and in more time-and-money-saving ways.

It may help answer a problem for you, or help you improve products or develop new ones. For technical information about Hycar, or advice on your specific need, please write Dept. HO-4, B. F. Goodrich Chemical Company, Rose Building, Cleveland 15, Ohio. Cable address: Goodchemco. In Canada: Kitchener, Ontario.

B. F. Goodrich Chemical Company
A Division of The B. F. Goodrich Company

Hycar
Reg. U.S. Pat. Off.
American Rubber

GEON polyvinyl materials • HYCAR American rubber • GOOD-RITE chemicals and plasticizers • HARMON organic colors



Add "Flex-ilience"



Slip-lasted shoe shown here uses a platform of Cushion Cork. The upper, binding, and sock liner are sewn together and slipped over the last. Then the platform is inserted and cemented to the sock liner. Only a thin layer of faillie separates the foot from the soft, resilient Cushion Cork platform.



Men's shoe has a very flexible leather insole backed up from heel to toe with Cushion Cork, $\frac{1}{8}$ " thick. The rib to accommodate the stitching and a canvas backing is cemented directly to the Cushion Cork. This combination of thin leather and Cushion Cork gives both unusual resilience and flexibility.

ARMSTRONG'S



with Cushion Cork

Shoes sell faster when flexible and resilient, too !

To make a good shoe sell better, add "Flex-ilience" with Armstrong's Cushion Cork®. Again and again, Cushion Cork's combination of flexibility and resilience has proved to be the key to building steady patronage for a line of shoes.

That's true whether you build a design around Cushion Cork as an insert, a platform, a filler, or a complete toe-to-heel cushion. Cushion Cork adds supple ease and

buoyant comfort to almost any type of shoe.

Once people have tried a shoe that offers the "Flex-ilience" of Cushion Cork, they stick with it. So put into your shoes what you *know* folks want to buy.

You can get working samples of Cushion Cork by a call to your Armstrong representative, or by writing Armstrong Cork Company, Shoe Products Dept., 7003 Arch Street, Lancaster, Pennsylvania.



CUSHION CORK



Leather Industries of America is doing one effective job. But it's still only one job. There's another in need of doing. So we suggest that

LET THE VOICES BE HEARD

THERE appears to be one tremendously important factor missing from the tanning industry's national promotion of leather. While the program of the Leather Industries of America is doing an effective job, it cannot be expected to do the entire job by itself—to carry the industry's whole promotional effort on its own back.

The LIA program is primarily a program of words and pictures. It is moving into every cranny with its message via the printed word, and via the still or moving picture. The message is being conveyed via newspapers and magazines and pamphlets, etc.; via visual channels such as TV and film shorts and posters, etc. There are countless variations of each of these, and LIA is endeavoring to use them all to maximum effectiveness.

Personal Voices

But two important elements have been missing: *personalities and voices*. In short, *people*—hundreds of them lending distinct personalities and ceaseless voices to telling the story of leather to every corner and crevice of America.

This suggests a fresh plan of action for leather promotion. And here, briefly, are the details.

First, LIA sets up a Speakers Bureau—a list of hundreds of individuals belonging to or around the leather industry. Tanners, hide and skin dealers, men in the tanning materials and tanning equipment field, etc. For the most part these would be top-level executives. Naturally, this list would be a good cross-section of the country, geographically.

Next, LIA, through its own Speakers Bureau, or working in cooperation with professional or non-professional speaking bureaus, arranges speaking assignments for each of these individuals in their own local areas. Each leather man is given a schedule of assignments over the

course of a year; for example, one speaking engagement a month, or about a dozen a year.

Each of these individuals is given one topic, which he repeats before different audiences throughout the year. Therefore, he becomes a "specialist." He knows his topic so well, has practiced its presentation so frequently, that he is able to deliver it with maximum impact. This topic can be changed each year for each individual, enabling him to deliver repeat performances before his previous audiences with a fresh story.

LIA Can Help

LIA can help prepare these talks for each individual. Or, the individuals themselves can prepare the talks, then have LIA edit them. An important job of LIA here would be to prevent duplication of topic, to assure nationwide variety, but all converging upon the same basic theme: leather.

When all the participating branches of the leather industry are considered, along with the geographical spread of the firms involved, the individual speakers can operate largely within their own home grounds and the total effect—everyone speaking within their own territories—would be a national coverage of speakers. In some instances, however, it may be required that some individuals go beyond their home grounds on occasion to reach audiences where no local leather man is available to do the local speaking job. This could be distributed among the many so that no burden would be imposed on any single individual.

As to the audiences, they are everywhere: parent-teachers groups, women's clubs, professional clubs, Kiwanis, Lions, Elks, etc., church groups, school children, business groups, radio, etc. Wherever a body of people are gathered, there lies a

prospective audience to hear the story and message of leather.

The cost? There is none or virtually none. This kind of story or program costs nothing to deliver. It is a story told to a large group as any leather man would tell it to a small group of friends at his home.

But it is a remarkable thing that the populations of such leather centers as Boston, Newark, New York, Chicago, Milwaukee, Philadelphia, etc., know as little about the story of leather as do the populations of Squeedunk and Podunk.

Here lies a wonderful opportunity for the personalities and voices of the leather industry to do a powerful job, to create a mass impact. Who is more qualified to tell the story of leather, to tell it with authority and enthusiasm, than the hundreds or even thousands of men whose lives are leather?

Missing Link

No program succeeds unless it has an abundance of *personal* participation. This is the missing link of the industry's current leather promotion program. The belief that money alone—and the things that money can buy—will do the job, can prove disappointing. Money has created the LIA program—a strong and essential arm. But if this is to be a two-fisted fight, it's time to call the other arm into the battle.

Every leather man has a stake in leather's future, obviously. But if he really believes in that future, let him speak up—let him bring his voice and personality into the job. A thousand voices constantly speaking everywhere, telling leather's story—that's total impact. If there is to be faith in leather, let it be *heard*.

Reprints at nominal costs: Up to 100, 10¢ each; 200-500, 5¢ each; 1000-3000, 2½¢ each; 5000 or over, 1½¢ each.



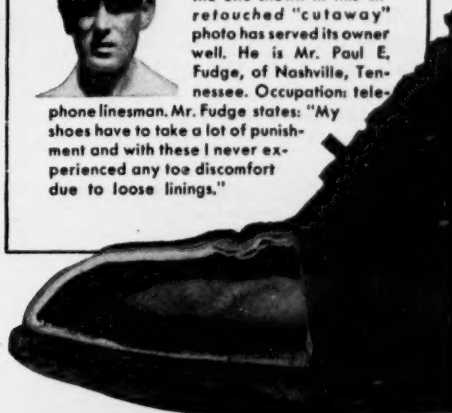
It's a Rugged Job
BUT "CELASTIC" BOX TOES
 ASSURE TOE COMFORT

The wearer may not know his box toes are "Celastic" nor even that he has box toes in his shoes, but he does recognize toe comfort and pleasant toe freedom without wrinkled toe linings.

"Celastic" is designed not only for rough usage, but for every day comfort in shoes of many styles... men's, women's and children's. "Celastic" duplicates the contours of the toe of the last and forms a structural shape over the toes. Because of this "Celastic" is a measure of *quality protection* for the designer and manufacturer... a feature that builds customer loyalty for the retailer. It assures proper preservation of toe style and toe comfort, in play shoes, in street shoes... and in work shoes.



Like all Celastic Box Toes, the one shown in this unretouched "cutaway" photo has served its owner well. He is Mr. Paul E. Fudge, of Nashville, Tennessee. Occupation: telephone linesman. Mr. Fudge states: "My shoes have to take a lot of punishment and with these I never experienced any toe discomfort due to loose linings."



*Celastic is a registered trademark of the Celastic Corp.

UNITED SHOE MACHINERY CORPORATION
 BOSTON, MASSACHUSETTS



Brokers gather around the hide futures trading ring at the New York Commodity Exchange to make calls and bids for hides. Ring is one of four at exchange and actually only one throughout world where futures contracts can be bought and sold.

Here's the story of a unique hide trading center where shoe manufacturers and distributor chains as well as tanners and hide men can take out valuable insurance against violent price fluctuations in the rawstock market.

HIDE FUTURES—Nerve Center of the Industry

by Hanns Moser

OF the countless factors that exert perennial or seasonal influence upon the hide market and consequently the tanner and shoe manufacturer, one of the most important and perhaps least acknowledged is the Hide Futures section of the New York Commodity Exchange.

Nestled deep in New York's crowded financial district at 81 Broad St., the Hide Exchange each day from Monday through Friday between the hours of 10.00 a.m. and 3.00 p.m. serves as the nerve center of the industry. Here, through active bidding and transactions in hide futures contracts extending as far ahead as 18 months, hide, leather and shoe men try to insure themselves of a reasonable profit—or, at least, a minimum loss—in the months to come.

Much-Needed Link

Primary function of the exchange is to provide a much-needed link between the processing and merchandising of hides. This link is called hedging or price risk insurance. It is widely used in the commodity markets to limit the speculative hazards of price changes. As such, it is of particular importance to the hide industry where such hazards are great.

Packers and dealers, for instance, who frequently carry over considerable quantities of hides from the seasonally heavy periods of cattle slaughter, can cut down the risk of losses through price declines by sell-

ing futures contracts against their stock of hides and then covering their futures as they sell their actual stock of hides.

Tanners, for their part, are subject to greater losses than most businessmen as a result of unforeseen price changes — this because tanning of some types of leathers takes months and additional time may pass before the actual leather is sold. If during that prolonged period hide prices have sharply declined, the tanner may be faced with the problem of having to sell at a considerable loss.

The possibility of such losses can be cut to a minimum by hedging, that is by selling futures contracts against the hide equivalent of the leather and then buying back the future as the leather is sold.

Market experts point out that one important value of the hedging operation is that it enables executives to devote their energies to marketing and management rather than to guessing which way hide prices are likely to move. In short, hedging provides the best insurance against violent price fluctuations.

The New York Hide Exchange was established on June 4, 1929, with approximately 250 hide and leather men on its original membership roster. Among those most active in exchange affairs then, as he is now, was Milton R. Katzenberg who became the exchange's first president. Katzenberg has been associated since 1902 with the hide firm of Jacob Stern & Sons, Inc., and now heads

that concern. He is also currently a vice president of the Commodity Exchange, Inc., and head of its Hide Trade Group.

Another prominent figure at the exchange is H. J. Fink who served as secretary of the original New York Hide Exchange and is now secretary of the Commodity Exchange. William Reid, a partner of Bache & Co., New York, is the current president of the Commodity Exchange.

Merger Meant Expansion

The Hide Exchange remained an independent unit until 1933 when it merged with the National Metals Exchange, the Rubber Exchange and the National Silk Exchange to form the present Commodity Exchange. The consolidation which brought the four trading groups to their present location meant expansion of facilities and broadened operations. At the time of the merger—twenty years ago on May 1 of this year—the Commodity Exchange maintained free markets for futures trading in rubber, silk, hides, silver, copper and tin.

As a consequence of World War II, the Commodity Exchange suspended trading in 1941 in silk, zinc, copper, tin and lead; the Government assumed control of all stocks and prices of these commodities as a national defense measure. Following the Pearl Harbor attack, trading in rubber was suspended. The following year, 1942, hide trading went into wartime suspension. Post-war

resumption of CE activities began with the reopening of the Hide Futures market on November 19, 1946; the other suspended commodities returned to their pre-war status by July of 1947.

The Hide Futures Market is the only one of its kind in the world and its activities exercise more than casual influence on hide, leather and subsequently shoe prices.

Hides are traded on a cash or futures basis. The difference between the two types of trading is principally in the form of the sales contract. Cash or spot trading calls for immediate delivery.

Standard Contracts

Futures, on the other hand, are standard contracts prescribed by the Exchange. They specify grade, amount, price, delivery date by month and allow the seller to deliver any time during the month.

The futures market also performs an important function in the process of distribution. It helps reduce the cost of products to the consumer. In fact, Federal regulations condone speculation and merely seek to eliminate "excessive speculation."

Basis of all current operations is the Standard Hide Futures Contract. This up-to-date document, which went into effect March 10, 1952, is especially adapted to meet industry changes of recent years. It provides a broad trading medium for all those interested in dealing in hide futures contracts.

Principal change which has af-



Clerk records transactions of hide trading ring. New quotations are listed almost as quickly as transactions are reported. Blackboard overlooks trading room at Commodity Exchange.

fected the contract is the declining value of sole leather as compared to upper leathers and the subsequent evaluation of the lighter hides used primarily in the manufacturing of uppers. Basis for the present futures contract is the weight of the hide rather than a particular grade coupled with a range of weights.

An average weight of 52 to 53.99 pounds is the current contract basis. In the case of domestic hides, and they are the principal trading item,

a fixed discount is provided for each pound increase in the average weight of the lot tendered as it may vary from the contract average weight basis. Conversely, a fixed premium is provided for each pound decrease in the average weight of a lot.

Hide prices, like those of commodities generally, are determined by supply and demand and fluctuate constantly in response to these influences. To keep these fluctuations

(Continued on Page 36)



Left, Milton R. Katzenberg, vice president of the Hide Trade Group, Commodity Exchange, Inc. Katzenberg, a charter member of the Exchange and active in its affairs for 20 years, is president of



Jacob Stern & Sons, Inc., New York hide firm. On right, a corner of the trading room near the hide ring where brokers use direct telephone lines to check with Exchange member offices.

FIRST QUARTER OUTPUT AT NEW HIGH

TANNERS' COUNCIL SEES RECORD SHOE VOLUME

Shoe Output Hits Rate Of 522 Million Pairs

Shoe production in the first quarter 1953 will total some 136,768,000 pairs, largest quarter volume on record, according to latest Tanners' Council estimates.

Previous record was the 136,295,000 pairs produced in the first quarter 1951.

The Council's figures are based on a revised estimate of Feb. 1953 production at 45.5 million pairs, seven percent above the 42,518,000 pairs reported in Feb., 1952, and a production of 46 million pairs in March, 1953, or 4.6 percent above March a year ago.

Total production for the 12-month period of April 1, 1952, through

March 31, 1953, will amount to 517 million pairs if Council estimates hold. In the 12-month period ending March 31, 1951, there were 514 million pairs reported.

Commenting upon Council production figures, the National Shoe Manufacturers Association pointed out that if production for the remainder of 1953 continues at the first quarter rate, total output for the year will reach 522 million pairs.

NSMA added that a great deal of the production increase can be found in "non-adult" shoes. In 1950, for example, there were 55 percent more children five years or less than in 1940. Similarly, there were 30 percent more children between five to nine. This proportion in the number of children aged nine to the total population is currently on the increase.

Following are comparative production figures for the first two months 1952-1953:

	Feb. 1953	Jan. 1953	Feb. 1952	% change Feb./Feb.	1st 2 months 1953	1952	% Change
(000 pairs)							
Men's	8,670	8,953	8,541	+ 1.5	17,623	17,118	+ 3.0
Youths' and Boys' ..	1,645	1,558	1,371	+20.0	3,203	2,634	+21.6
Women's	21,130	21,718	20,365	+ 3.8	42,848	40,041	+ 7.0
Misses' & Children's	6,360	6,257	5,667	+12.2	12,617	11,290	+11.8
Infants' and Babies'	3,370	3,292	3,189	+ 5.7	6,662	6,340	+ 5.1
Other (slippers, etc.)	4,325	3,490	3,385	+27.8	7,815	6,401	+22.1
Total	45,500	45,268	42,518	+ 7.0	90,768	83,824	+ 8.3

U. S. HIDE EXPORTS NOW AT RECORD RATE

OIT Keeps Close Watch On Shipments

Export of hides and skins from the U. S. is proceeding at a record rate, at least for recent years, according to an official of the Office of International Trade.

The official, in charge of licensing hides and skins for export, says the volume receiving licenses in the first quarter of this year, will come to about the same as in the fourth quarter of last year.

"In the fourth quarter, it was more than in any previous quarter since the start of controls," he said.

Up to the present, the OIT has jealously guarded figures on actual exports of hides and skins, as well as licenses granted and denied. There may be a change in this policy, if the trade asks the information, OIT says.

At present, the OIT freely licenses hides and skins for export, if they are not destined for Iron Curtain countries, or for trans-shipment to Iron Curtain countries. An application must be accompanied by an order from a consignee, and a statement of the use to be made of the hides and skins.

Go-Slow Policy

Indications of a go-slow policy have been felt by some in the trade. There have been delays in licensing hides and skins, for one thing. There have also been reports that some hides and skins being licensed have ultimately found their way into Iron Curtain countries by trans-shipment.

Whether this is true or not, the OIT is not ready to confirm officially.

But queries to the OIT have brought two suggestions as to why there might have been a delay. One is that the OIT lacked certain authority, on a temporary basis, for a time. The other is that the OIT was swamped with applications for a time, and also studying them more closely than ever for indications they might, actually, be headed for Iron Curtain countries.

Asked whether any change in policy is in sight, designed to make sure hides and skins don't end up in the Soviet bloc countries, China and Communist Korea, an OIT official thought a moment, then said:

"I think not."

TANNERS' COUNCIL SPRING MEETING

April 8-10

Boca Raton Club, Boca Raton, Florida

WEDNESDAY, APRIL 8

- 10.00 a.m. Leather Industries Board Meeting.
- 5.00 p.m. Tanners' Council Board Meeting.
- 7.00 p.m. Tanners' Council Board Dinner.

THURSDAY, APRIL 9

- 9.30 a.m. General Business Session.
- President's Report. Lawrence L. Jones.
- "Economic Cliches—What Is Behind Them"—Dr. H. E. Luedicke, editor, New York Journal of Commerce.
- "Tax Trends"—Sydney A. Gutkin, attorney.
- "A Shoe Retailer's Viewpoint"—Sam H. Sullivan, Sullivan Shoe Department, Laredo, Texas.
- "The Industry Position"—Irving R. Glass, executive vice president of Tanners' Council.
- 1.30 p.m. First round, golf tournament.
- 7.00 p.m. Reception and dinner dance.

FRIDAY, APRIL 10

- 9.30 a.m. General Business Session.
- Leather Industries—Clayton F. Van Pelt, president, and Walter Kraus, director.
- "Tannery Research"—Julian B. Hatton, Jr., president, Eagle-Ottawa Leather Co.
- 10.30 a.m. Group Meetings (members only).
- 1.30 p.m. Final round, golf tournament.
- 7.00 p.m. Steak roast at Cabana Club.

PICKMAN MUST SIGN NON-COMMUNIST OATH

Labor Board Rules In Dover Election

A non-Communist oath is required from Isadore Pickman, president of District Council 1 of the International Shoe and Leather Workers Union, if the council is to represent certain New England tannery workers in collective bargaining.

In so ruling, the National Labor Relations Board this week gave Pickman and the union two weeks to comply with the non-Communist filing provisions, set out in the Taft-Hartley Act. Presumably other officers similarly must file affidavits in order to comply.

If the council complies, said the full board, then an election is to be held within 30 days, shortly after the middle of April, among a unit of Dover, N. H., tannery workers. They would vote whether or not they want to be represented by the union.

The employees down to vote are production and maintenance workers of the United Tanners, Inc., of Dover. The district also operates in other areas, and once had 11 New England locals.

Pickman is secretary-treasurer of the leather division of the International union, regional director of District 1, as well as president of District Council 1, all related to the International.

President of the union is Ben Gold, accused Communist, who was denied use of NLRB facilities on grounds his non-Communist oath might have been perjury, but was reinstated by action of the U. S. District Court on Jan. 27.

PPSSA CHILDREN'S STYLE GROUP TO MEET

The children's Style Committee of the Popular Price Shoe Show of America will meet in Boston April 1 to select styles to be shown at the forthcoming PPSSA, according to Maxwell Field and Edward Atkins, co-managers of the show.

The committee, under the chairmanship of William Waddell of Sears, Roebuck & Co., will meet with Ruth Hammer, PPSSA fashion director, and Helen Joseph, PPSSA shoe coordinator.

After evaluating fashion influences on juvenile shoes, the group will detail children's styles to be shown in "Pederama," the show's new presentation technique.

This five-screen full color presentation will be shown at two perform-

ances, Monday, May 4, at 10:30 a.m. and 4:00 p.m. in the Grand Ballroom of the Hotel New Yorker.

Other members of the PPSSA style committee are Joel Glassman, Saxe-Glassman Shoe Corp.; Irving Selig, Laconia Shoe Co.; Bernard Shapiro, American Juniors; Richard N. Tarlow, Berco Shoes; Frederick A. Liberty, Wood & Smith Shoe Co., and T. S. Hirtz, G. R. Kinney Co., Inc.

In addition to conducting the children's style meeting, PPSSA fashion staff will visit women's shoe factories in New England next week to make final selection of shoes for the fashion presentation.

COMPO TO BUY UNITED WOOD HEEL

Compo Shoe Machinery Corp. of Boston has offered to purchase stock of United Wood Heel Co. and Quirk Machinery Co., both of St. Louis. The offer was disclosed this week in a joint statement by Charles W. O'Connor, president of Compo, and Justin T. Quirk, president of United Wood Heel.

Purchase of 100 percent outstanding stock of United and Quirk is dependent upon not less than 90 percent of stock being deposited with Compo by May 18. Quirk will continue to manage United Wood Heel and Quirk Machinery.

Diamond Alkali Ups Prices May 1

Diamond Alkali Company has announced price increases for soda ash and chlorine effective April 1, but explained that because of the possible continuance of federal price controls until April 30, the new prices will be applicable only on shipments made on or after May 1, 1953.

Prices of carload soda ash, both light and dense, will be increased 15 cents per hundred pounds both in bulk and packages. On chlorine, prices are increased 20 cents per hundred pounds in single unit tank car deliveries; and in multi-unit tank car deliveries the following new price schedule will apply on designated annual quantities; 75 tons and more, \$3.80 per hundred pounds; 60 and 45 tons, \$4.00 per hundred pounds; 30 tons, \$5.00 per hundred pounds; 15 tons, \$7.00 per hundred pounds; 8 tons, \$8.00 per hundred pounds.

Prices on chlorine shipped from the company's Edgewood, Md., plant will continue to be 10 cents per hundred pounds higher than those quoted above.

JARMAN LICENSES SOUTH AFRICAN FIRM

Eddels To Produce Men's Line

General Shoe Corp., Nashville, Tenn., has announced completion of negotiations for the manufacture and sale of Jarman men's shoes in South Africa, according to Maxey Jarman, chairman.

The Jarman line will be manufactured and distributed in South Africa by Eddels Holdings, Ltd., of Pietermaritzburg, largest shoe manufacturer of South Africa.

Eddels, with several plants making men's, women's and children's shoes, also has a separate jobbing division. It is an affiliate of Edwards, Ltd., which also makes shoes and distributes through over 100 retail branches in addition through an extensive mail order division.

Total number of shoes made by the firm exceeds two million pairs annually.

Negotiations were completed by Barney Dodo and Stanley Austin, director of Eddels, who were recent guests of General Shoe Corp. in Nashville. Dodo and Austin were accompanied by Charles Majers, manager of Intercontinental Management Associates, a General Shoe Division.

General Shoe now has foreign affiliations in Canada, England, Austria, South Africa, New Zealand, Germany, Japan, Australia and Holland.

A. S. BECK SEES GOOD YEAR AHEAD

Although sales of A. S. Beck Shoe Corp. in 1952 showed a decrease from the previous year, the corporation views this coming year's prospects "optimistically," according to Robert W. Schiff, chairman of the board.

Schiff told stockholders at the annual meeting held last week in Wilmington, Del., that the firm was satisfied with its recent purchase of the C. H. Baker Shoe chain in California. The Baker chain comprises some 10 stores and six leased departments.

Beck sees these stores as foundation for early expansion in a territory with fine possibilities, Schiff said.

Schiff added that although Beck's sales fell 1.7 percent from 1951, the company did no military business.

BROCKTON WORKERS ASK 10% PAY BOOST

New Pact To Affect 5,000 Workers

Close to 5,000 shoe workers in the Brockton area stand to win a pay increase of 10 percent on piece and day rate wages plus two additional paid holidays and sickness and insurance benefits under new contract terms sought by the Brotherhood of Shoe and Allied Craftsmen.

The union is seeking a wage boost of 10 percent to be applied to gross earnings over and above the 10 percent now granted workers under a increase of last year.

Workers are employed in 21 Brockton and district shoe factories of which 11 are members of the Associated Shoe Industries and the remaining 10 are independent firms.

Terms of the contract will ordinarily affect many other shoe workers employed in Massachusetts. These workers generally pattern their con-

tract demands upon BSAC agreements.

At the same time, the BSAC cut sole local informed 17 cut sole firms in the Brockton area that it will seek a 15 percent wage increase for all workers in addition to four additional paid holidays, a \$1 hourly minimum wage rate and full payment of Blue Shield and Blue Cross premiums by employers.

Both shoe manufacturers and cut solers have notified union representatives that they are willing to negotiate new contracts. Contracts expire on March 31 for shoe firms and May 1 for cut solers.

The union has made no mention of a possible strike and industry observers are confident the new contract will be negotiated without incident. However, an extension of the existing contract may be necessary before new terms are reached.

• The French Commercial Counselor in New York exhibited at his office an array of latest leather gloves from France from March 25-27 and March 30-31.

NEW INSULATED BOOT BY WORCESTER SHOE

A completely new and fully patented Royal Worcester Insulated Boot for both work and sports wear has been placed on the market by Worcester Shoe Co., Worcester, Mass.

The new boot, result of over two years of development and research, offers insulation with Firestone



Foamex throughout the interior of the boot.

Construction of the boot is rugged throughout, with uppers of Army retan or elk, sturdy non-slip composition outsole and heel, and Barbour Stormwelt. Made entirely of leather, except for outsole and heel, the Royal Worcester Insulated Boot is amazingly water resistant.

The new boots, according to company officials, are available in 6, 8 and 10-inch tops, plain or moccasin toe, in both the popular chukka model and Standard U. S. Army type of combat boot. Designed for fast turnover, retail prices of the new Royal Worcester Insulated Boots will start at around \$14.95.

DERMAN SHOE RE-OPENING UNDECIDED

Re-opening of Derman Shoe Co., Milford shoe firm, in the near future is still indefinite after a recent meeting between company executives and counsel for a group interested in purchase of the shut-down plant.

Trustees of the Milford Shoe Workers Association along with Edward Fields, plant manager, and Thomas Corkery met last week with Murray Wolfe and Sidney Berkson, attorneys for an unidentified group.

Although no decision was reached, Fields stated that further meetings have been scheduled with possibility of a re-opening in the near future.

• William A. Titus has been elected a director of Champion Shoe Machinery Co.


COMPARATIVE LEATHER PRODUCTION FIGURES

CATTLEHIDE LEATHERS (In 1,000 hides)						
	Total Cattle Hides	Sole	Upper	Belting, Mechanical	Harness Saddlery	Bag Case, Strap Upholstery Others*
1939	22095	7833	12124	531	477	387 510 233
1940	21070	7032	11582	675	524	382 601 272
1941	28121	9080	15600	1064	650	581 699 448
1942	30828	10432	15598	1213	637	936 386 1625
1943	25656	8290	13073	1292	632	800 231 1338
1944	26152	8420	13002	1439	613	629 232 1818
1945	27566	8525	14567	1324	556	572 272 1750
1946	26905	8310	14057	1158	510	827 378 1465
1947	28824	8924	15529	1134	440	813 529 1455
1948	26070	8016	14213	1004	270	760 594 1213
1949	23332	6384	13753	759	227	674 461 1074
1950	24391	6127	15377	789	218	813 689 1312
1951	22703	5414	14054	984	284	673 632 728
1952	22663	5150	14402	618	232	692 637 826
Jan. ...	2107	474	1314	64	23	66 56 83

*Data from 1942 forward not directly comparable with previous data.

CALF, KIP, GOAT, KID, SHEEP AND LAMB LEATHERS (In 1,000 hides)

	Calf, Kip	Goat, Kid	Sheep Leathers				All Others
			Total Sheep, Lamb	Glove, Garment	Shoe	Shear-lings	
1939	14027	40419	38914	18420	11604	2563	6327
1940	11387	37697	37920	17725	9966	3322	6907
1941	13098	45373	51915	22542	14166	5779	9428
1942	12264	41127	53629	19459	14983	9596	9591
1943	11112	37351	59315	20415	15474	11210	12216
1944	10930	34653	53976	20370	15040	6690	11876
1945	11636	24026	52450	17294	17153	6508	11495
1946	10836	24123	47999	15781	13349	9923	8918
1947	12471	37188	36535	11265	12498	5409	7363
1948	10480	37970	33492	10419	11392	4993	6688
1949	10173	34774	28644	8411	9998	4498	5737
1950	10661	37159	31501	9750	10708	5322	6091
1951	7955	31111	24504	7108	8548	3074	5774
1952	9971	30483	27936	10242	9144	3558	5092
Jan. ...	930	2793	2215	743	787	254	431



*Firm enough -
yet soft enough!*

SPONGEX INNERSOLE CUSHIONING

Under body weight, innersoles that are too soft or too firm provide little cushioning action. Those that are too soft give too much; those that are too firm don't give enough.

Spongex solved this problem by combining the right degree of softness and firmness into *one* material—Spongex cellular rubber. This right combination is why Spongex cellular rubber makes an innersole that cushions, yet won't flatten out.

And Spongex is low in cost! It's less than any other type of cushioning that has comparable compression resistance. Sheets and rolls of Spongex cellular rubber for innersoles are available in thicknesses of 3/32", 1/8" and 3/16". Color is beige. Write to us for samples and prices.

SPONGEX

Custom molded sponge rubber soles
Die-cut soles of sponge and latex foam
Sheet stock for innersole cushioning

THE SPONGE RUBBER PRODUCTS COMPANY
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PLANS SET FOR ADVANCE BOSTON SHOW

A record number of shoe manufacturers are expected to exhibit their full lines at the forthcoming Advance Fall Market Week to be held April 12-16 at the Statler and Touraine Hotels in Boston.

Maxwell Field, show manager and executive vice president of the sponsoring New England Shoe and Leather Association, reports that many companies will also display their lines at showrooms on Lincoln, Essex, Beach and High Streets in Boston.

The showing, now in its third year, has become recognized as a barometer of shoe sales for the coming season. Results of each previous showing have reflected accurately sales trends to be expected in months ahead.

"The showing is the first official fall show in the shoe industry and has been timed to afford members of the volume industry an opportunity to present new styles and merchandising plans for Fall 1953 to visiting shoe buyers, particularly those representing wholesale, mail order and chain store companies," Field pointed out.

The showing will be devoted to business only with no meetings or entertainment scheduled.

GLOW FORM OFFERED FOR MEN'S SHOES

"Aero-Glo," an illuminated display form, has been especially designed by C. S. Pierce Co., Brockton, Mass., for showing nylon mesh shoes. It



consists of a pair of transparent plastic shoe forms with an amber or

maroon top and matching post of lustrous Lucite. Small electric bulbs are attached inside, with a flasher to cause a blinking effect. This highlights the ultra porous nature of nylon mesh without detracting from the shoe. All materials are Firetest and cannot harm the mesh.

The "Aero-Glo" form comes completely fitted and tested, with all electrical parts. It operates on AC or DC current. The company states that it developed the Aero-Glo because it felt that the usual display form failed to dramatize the chief selling feature of the popular mesh shoes—their cool, attractive airiness.

R. & A. Leather Offers New Split Leather Finishes

R. & A. Leather Finish Co., Inc., of Brooklyn, is starting production on April 1 of a newly-developed line of finishes for split leather, according to Abraham Turow, chief chemist of the company.

The new finish, containing excellent flexibility and filling-in properties, will enable the finisher to produce a split with all the characteristics of top grain leather, Turow said.

The new line consists of a water emulsion resin finish base coat (Rapon) and solvent type (pigmented, clear or aniline) to coat (Ralac). The Rapon finish is extremely water tight and can sometimes be used without a top coat. Otherwise, one Rapon base coat and one top coat of clear, pigmented or aniline Ralac will suffice.

Rapon and Ralac finishes are also recommended for shoulders, especially for men's belts. One of the characteristics of the new Rapon finish is that when used on a brushing machine with no anti-foam agents added, it does not develop foam.

• Rosemont Silk Co., Inc., New York City shoe fabrics maker, has named **Carl J. Barnett, Jr.**, as sales agent in the Cincinnati territory.

New York CIO Shoe Union Re-Elects Rosenberg

Isidore Rosenberg was re-elected manager of Joint Council 13, United Shoe Workers of America, CIO, at the union's annual election held March 17. Also re-elected was secretary-treasurer Fileno DeNovellis.

According to a report in the *Daily Worker*, Communist Party mouthpiece, the "Rank and File" section of the union, supported by the newspaper, showed "significant gains." Miss Ronnie Thaler, opposed by top CIO officials, was elected to the executive Board of Local 65. In this same local, seven of 11 Rank and File candidates were elected to the executive board.

All other Rank and File candidates were defeated.

ALCA Speaker



Dr. Karl H. Gustavson, director of the Swedish Tanning Research Institute, who will be a featured speaker at the American Leather Association Chemists Convention to be held June 7-10 at the Netherland-Plaza Hotel in Cincinnati. Long considered one of the outstanding European chemists in the field of chrome tanning, Gustavson will devote his talk to that subject.

• **Richard M. Tobin** has been re-elected business agent for Mixed Local No. 2, United Shoe Workers of America, CIO, Lynn, Mass., shoe local.



CHARMOOZ

THE PERFECT SUEDE LEATHER

BLACK AND COLORS

AMALGAMATED LEATHER CO'S. INC.

WILMINGTON 99, DELAWARE

MILITARY BIDS AND AWARDS

Rubber Overshoes

April 6, 1953—TAP-30-352-53-NEG-134—71,004 pr. overshoes, rubber, man's high, five-buckle, delivery during the months of June through November; this negotiated bid for small business concerns only. Purchasing agent is Mr. Damiano at ASTAPA office, 111 East 16 Street, New York City.

Aviators' Leather Gloves

April 8, 1953—Naval Aviation Supply Office, 700 Robbins Avenue, Philadelphia, has issued Invitation JD-383-2555-55-52 (negotiated procurement) opening April 8, calling for 25,992 pairs aviators' summer unlined leather gloves in accordance with specification M-386b dated 1 Nov., 1944. Chrome tanned grain finished glove quality cape leather in natural color. Thickness 1½ ounce with plus or minus tolerance of ¼ ounce.

Sole Leather Strips

April 24, 1953—TAP-30-352-53-432 covering invitation to bid on 85,000 lbs. leather, sole, strip, 13" wide, 9-11 oz. Opening in New York at 2:00 p.m. with delivery to the Army from July to Aug. 1953.

FLYING GLOVES

Wilkins Air Force Depot, Shelby, Ohio, will send invitations upon request after March 20 (No. IFB-33-602-53-58) covering procurement of 45,445 pairs unlined leather flying gloves, Type B-3A, in accordance with specification 3176-C dated March 2, 1945, calling for Class A sheepskin leather conforming to specification 12029 except that weight of leather for trunks shall be not less than 1½ ounce nor more than 2 ounce. Lighter sides of the skins of not less than 1¼ ounce may be cut into tops of the gloves. Color seal brown. On same invitation are 68,140 pairs of leather gloves with wool insert, Type MA-1 in accordance with specification MIL-G-7496 dated 11 May, 1952 (superseding AN-G-29). Cabretta leather conforming to specification KK-L-254, Type C, weight 1½ to 2½ ounce for trunks, not less than 1 ounce for the top of the shell, not less than 1½ ounce for thumb and fourchette strips.

OPEN GLOVE BIDS

Low bidder at invitation TAP-30-352-53-321—13,248 ea. of chrome-tanned arc-welder's mitts—was Northwest Glove Co, Winona, Minn. The firm bid on the total quantity—to all six destinations—at prices ranging from 84c to 87c depending on the destination. 60 days acceptance, net. There were three other bidders.

OPEN GLOVE SHELLS

Independent Glove Co. of Chicago was low bidder at the opening of TAP-30-352-53-331 which attracted 14 bidders. The Invitation called for 78,525 pr. of black leather glove shells, size 3, and 21,375 pr. of size 4;

both items are broken down in separate lots for Maywood, Cal., and Shelby, O. Independent offered to supply the total quantity sought at 1.70; 1.705; 1.76; and 1.765; 60 days acceptance, ¼ of 1% in 20 days.

LINEMAN'S GLOVES

Joseph B. Singer Company, Philadelphia, submitted the low bid at the opening of ASTAPA invitation TAP-30-352-53-322—1,100 pr. gloves, lineman's leather, for six separate destinations. Singer offered to supply all gloves asked at 2.06; 2.05; 2.09; 2.11; 2.17 and 2.17; 20 days acceptance, 1% in 20 days. There were five other bidders.

More than a shoe Comfort



Don't let your customers be misled by comfort that may lead to day-end pain. Women can't afford to be let down by poor heel support. Foot specialists strongly recommend Built-up Heels with correct heel height. Your best on-duty shoes feature White Ivory. They're resilient... always neat and clean.



The George O. Jenkins Co.

BRIDGEWATER,
MASSACHUSETTS



WORLD'S LARGEST MANUFACTURERS OF LEATHER FIBRE

LEATHER and SHOES



Land S NEWS X-RAY

There are rumors that tanners in the Peabody-Salem area, long one of the nation's leading tannery centers, are looking over new plant sites in Maine and New Hampshire. Primary reasons cited are labor and tax situation in Massachusetts.

Whether or not this is a "planted rumor," designed to put a scare into International Fur and Leather Workers Union as new contract time approaches, fact remains that many tanners have been toying with idea of move for some time. First and foremost, these tanners would like to throw off yoke of IFLWU, find some basis upon which to stabilize labor costs.

Union's current contract with Massachusetts Leather Manufacturers Association is for two years, terminates on April 25, 1953. Leather workers were awarded six cents hourly wage increase by Arbitrator last June after union invoked wage re-opening clause. Now IFLWU has notified tanners it will terminate contract at end of period.

Although union has not yet advanced specific demands, officials at recent convention declared they would seek a pension plan and "substantial" wage increase. Labor-management representatives, scheduled to meet this past week, fire opening guns.

Union is absolutely certain to demand another wage increase along with contract containing wage re-opening clause. This would open way to another wage hike in 1954. Tanners are well aware of this, have reached point where they are ready to consider move.

Further news on IFLWU this week. National Labor Relations Board has ruled that Isador Pickman, president of union's District Council 1, must sign non-Communist oath required by Taft-Hartley before union can take part in bargaining agent election. Union has requested election at United Tanners, Inc., in Dover, N. H.

Pickman is secretary-treasurer of leather division of the International union and long active in IFLWU. He is closely associated with Ben Gold, IFLWU president and long-time avowed Communist, recently involved in dispute with Labor Relations Board. Board denied union use of its facilities on grounds Gold might have perjured himself in signing non-Communist oath. However,

both Gold and union were reinstated by action of U. S. District Court last Jan. 27.

Apparently, NLRB is giving special attention to activities of leather union. Latest indication is ruling on Pickman. Both Pickman and other union leaders will undoubtedly comply, sign required affidavit. However, Labor Relations Board can be expected to make life tougher for union in days ahead. This in itself is encouraging sign, since it concerns a union long involved in Communist question. Whether tanners will benefit in near future is moot point but union will watch its step.

Report sweeping tanning industry has it that Mexican tannery has developed new hide-drying technique. Tannery, as yet unidentified, has system whereby hides or skins are pasted on special drying units which contain controlled heating mechanism. Wet hides are thus dried in fraction of time required by regular drying system. Just as important is considerable savings on investment cost of original equipment. Drying units estimated to be far less expensive than ovens now in use.

Spread between price of hides and skin and finished shoes at the manufacturing level shrank slightly during February. Bureau of Labor Statistics lists average price of hides and skins rose from index level of 62.1 in Jan. to 66.5 in Feb. At same time, index of average shoe prices advanced only a fraction from 112.0 to 112.1. In index, 100 equals average price index during 1947-1949.

However, spread between hide and skin and shoe prices remained close to largest margin of past few years. While former are but two-thirds of 1947-1949 levels, footwear prices are 12 percent above index for those years.

Is deflation a problem or not? Take a look at what's happened to commodity prices since post-Korean high. Government economists torn between falling wholesale prices and steady retail levels. Average citizen isn't aware of startling declines in many commodities. For example, hides which sold at 43½¢ during post-Korean high are now at 18¢, a drop of 54%. Wool is down from \$4.35 to under \$2.00. Steers (100 lbs.) down from \$37.87 to about \$29. Rubber from \$.875 to around \$.30. Despite all this, no sign of early drop in cost of living.

Browns
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LEATHERS



Good solubility... level-dyeing properties

... high clarity and richness of tone

make these Geigy designed-for-leather

dye-stuffs outstanding colors for flame-

coating aniline or semi-aniline finishes.

These colors will produce a wide variety of

fashion shades from glowing russets to deep walnut.

Your Geigy representative will discuss the application of these colors to aniline leathers on his next visit.

Sella Acid Brown G Supra

Sella Acid Brown R Supra

Sella Acid Brown B Supra

Sella Fast Brown DR Extra

Acid Leather Brown GBL

Acid Leather Dark Brown G

Acid Leather Dark Brown R



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SINCE 1859

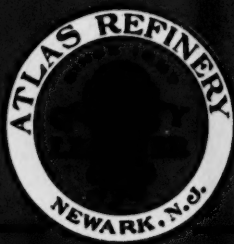
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**The tanners
who use
ATLAS OILS
are our best
salesmen—**



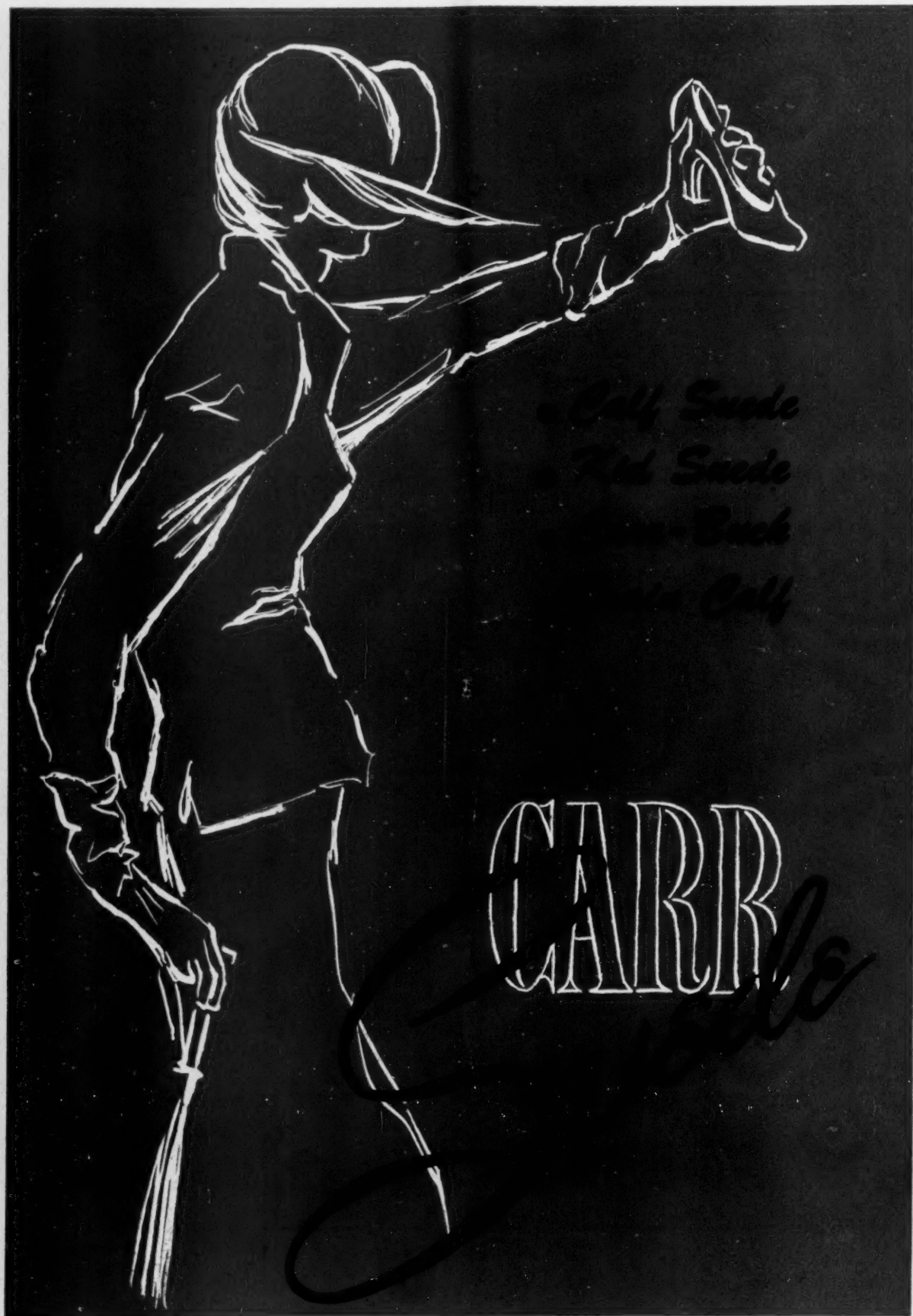
66 years of quality pay-off

1953 is the 67th year of Atlas service to the tanning industry . . . 66 years of producing the finest oils for a specialized purpose that skill and scientific research can develop . . . 66 years of quality pay-off in guaranteed Sulphonated Cod Oils, Sulphonated Neatsfoot Oils, Pure Neatsfoot Oils, Split Oils, Moellons, and many specialty products . . .

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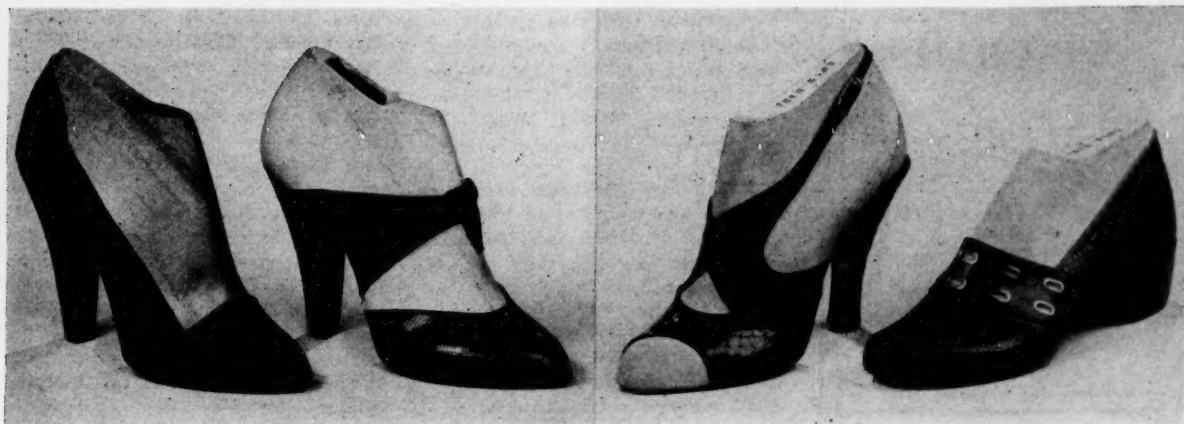
Reptiles - Designed for Fall

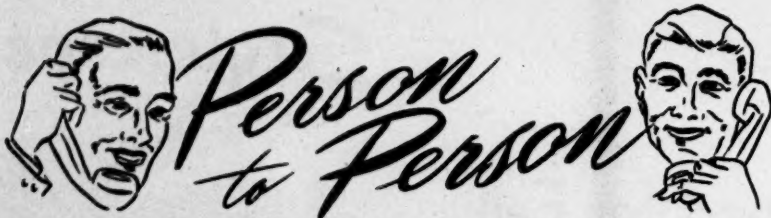
Reptile leathers have been gaining a stronger and steadier position each season in the women's dress and casual shoe picture. Tannages have been perfected so that now the shoe manufacturer is offered a wealth of the newest and most beautiful shades. And, more recently, reptiles have proven themselves to be ideally suitable and easily adaptable to the latest fashion trends, whatever these might be. These seven pullovers by leading American designers, all fashioned in leathers by Fleming-Joffe, Ltd., show the colorful possibilities of reptiles for next Fall. Most notable is the use of these leathers in the new pointed toe last, squared toes, square throatlines, high-riding silhouettes that are open, and the revival of the T-strap as a high-fashion item.



At the left. Three of the newest interpretations for Fall in reptiles. First, a smart brown snakeskin flattie style with inside shank piece coming straight down into vamp forming an L-shaped line at side; note squared toe and throatline. Center, brown lizard in a new version of the T-strap, closed in front, very open in back. Right, white Calcutta lizard sling with squared toe and throatline; inside comes straight down into vamp, as in flattie pictured at left, stitched in black for contrast.

Below. Four pullovers for Fall designed in reptiles. First, black lizard with smart square throatline and pointed toe, combined with light brown suede quarter. Second, brown lizard in a completely naked back style built on new pointed toe last; note high instep attraction in piece lapping over instep band at center. Third, Red snakeskin circles and hugs the foot in this high-riding, airy model, studded with tiny black buttons up front of vamp and high instep piece. Fourth, grey Calcutta lizard combines with smooth red calfskin, trimmed with gold, in a sleek looking wedge casual.





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3 Dorchester St., So. Boston, Mass.

• **Dr. Fred O'Flaherty** has been elected president of Livestock Conservation, Inc. of Chicago. He succeeds Walter A. Metch, vice president of Armour & Co. of Chicago.

• **Gilbert & Co.**, Westboro sheepskin tanners, recently feted three officials who have completed 20 years of service with the firm. They are **David Nielson**, office manager; **Charles Houlden**, plant superintendent; and **F. K. Cleveland** of the sales staff. Gifts were presented all three.

• **William F. Hooley, Jr.**, has been appointed line manager of the Physical Culture division of Selby Shoe Co., Portsmouth, O., shoe manufacturer. Hooley is the son of William F. Hooley, former Lynn shoe manufacturer.

• **Rocco Cofelice** has been re-elected for a seventh term as business manager of the Marlboro Shoe Workers Associates.

• **Carl Rice** has been promoted to superintendent of the Washington, Mo., factory of International Shoe Co. He succeeds the late J. B. Dulle who died March 6 of a heart ailment. Rice has been assistant superintendent since 1947. **Herbert Nolting** replaces him in the latter position.

• **Rand Rubber Co.** of Brooklyn has named **Joe Magnus** and **Sidney H. Beaumont** of Sidney H. Beaumont, Inc., Boston firm, to handle the firm's line of "Randtex" vinyl materials in New England.

• **Angelo G. Georgian** has been re-elected Massachusetts territorial representative for United Shoe Workers of America, CIO, for his third successive term. **John J. Mitchell** of Lynn was re-elected national secretary.

• **Ralph Orr** has taken over new duties as superintendent of the Sullivan, Mo., plant of Brown Shoe Co. He has been with the firm for the past 16 years.

• **S. F. Chaffin** has been named New England sales agent for Mercersburg Cut Sole Co. of Mercersburg, Pa. He will handle the firm's line of insoles.

Deaths

Albert P. Martin

... retired *leather executive*, died March 14 of a heart ailment at his home in Milwaukee. Well known in the tanning industry, he was at one time secretary-treasurer of the former George Martin Leather Co., which went out of business in 1931. He had been retired for several years. Surviving are his wife, Sophie; two sons, Dr. Albert G. Martin and Edward J., both of Milwaukee; and three sisters.

Joseph B. Dulle

... 64, *shoe executive*, died recently of a heart attack at his home in Washington, Mo. He was superintendent of the Washington plant of International Shoe Co. Dulle had been associated with International since 1925 and a superintendent since 1929. He leaves his wife, two sisters and two brothers.

Allen A. Sanders

... 66, *shoe executive*, died March 13 at his home in Kirkwood, Mo. He was retired quality supervisor of the stock-fitting departments of International Shoe Co. Sanders joined the firm's Hannibal, Mo., plant in 1907 and became supervisor of quality in 1925. He retired in March 1952. Surviving are his wife and two sons.

Philip C. Doherty

... 85, former *shoe manufacturer*, died recently at his home in Brockton, Mass., following a short illness. He was an executive in the former firm of Doherty Brothers, which manufactured shoes in Brockton for many years. He leaves five daughters, two brothers, two sisters and 10 grandchildren.

Ernest A. Wagner

... *military procurement officer*, died March 23 at his home in New York City. He was Footwear and Leather Procurement Officer of the Armed Services Textile and Apparel Procurement Agency. Long-known in trade circles, he first joined the Government 12 years ago as Industrial Specialist for footwear requirements. In 1947 he became chief of the Footwear and Leather Section of the New York Quartermaster Procurement Agency and was appointed Procurement Officer in Aug. 1952. Previously he had been associated with various shoe manufacturing firms. Surviving are his wife, Dorrice; a son, Robert F.; a daughter, Joanne; and a brother, Edgar R.

LEATHER MARKETS STILL QUIET AS HIDE MARKET STRENGTHENS

Tanners Report Slowdown Continues But Optimistic Over Outlook

NEW YORK MARKETS

Upper Leather: Week has been slow with little in the way of new business and not much in the way of reordering. It is very close to the time shoes must be in the stores for Easter and factories are mostly busy getting out the last of Easter shipments.

Also slow for the bag trade as most bag manufacturers are working on their summer bags now which are mostly straw and cloth and little leather being used. Some leather used in summer bags, of course, but it is mostly for linings, straps, etc.

Prices mostly unchanged with large spread elk about 44-40c and down and large spread combinations leather about 48-46c and down; some at 44c and down, according to tanner, tannage, etc.

Patent leather still having an important call for export with juvenile shoes, but women's shoes and bags not doing much at this time.

Calfskin leather also slow but full of optimism for the fall run on suede. However, prices are called pretty high by an important class of calf suede users and there is business going to kid suede and suede splits. Calf suede prices start at \$1.10 and down

on women's weights with the bulk of the business being done at 95c to \$1.00 and down as this grade is more popular than the high grade \$1.10 and down leather.

Gloves Quiet: Leather business in this market still quiet with the possible exception of garment suedes. Glove manufacturers not too optimistic about fall prospects due to the fact that the mild winter caused a fairly heavy carry-over of leather gloves.

Bends not too active and demand seems mostly on heavy end. The 10 iron and up bends are said mostly from 52-55c depending on the tannage, etc.; 9/10 irons at 56-57c and some say 58c, depending again on tannage, etc. Middle weights in the lower 60's and lights up to 68c. Double rough shoulders moving well and up to 54c going price on good tannages of double rough shoulders.

Sole Leather: Best demand in sole leather for bellies. Tanners remain very well sold up. Sales recently at 27-28c for cows and steers and more could be had if tanners wanted to exploit the present situation.

Garment manufacturers willing to pay fair prices for their requirements. Water-repellent suedes quoted from 38c down and enjoy a good sale.

Prices and Trends of Leather

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1951 HIGH
CALF (Men's HM)	85-1.14	85-1.10	70-95	85-1.10
CALF (Women's)	80-98	80-95	60-85	80-1.03
CALF SUEDE	80-1.05	80-1.05	70-95	85-1.10
KID (Black Glazed)	75-90	75-90	70-1.05	75-90
KID SUEDE	80-96	80-96	70-95	80-96
PATENT (Extreme)	56-62	56-62	55-80	56-60
SHEEP (Russet Linings)	18-32	18-32	18-28	18-32
KIPS (Combination)	56-60	56-60	48-52	56-60
EXTREMES (Combination)	51-54	51-54	45-49	54-56
WORK ELK (Corrected)	38-44	38-44	38-42	38-46
SOLE (Light Bends)	65-68	65-68	65-70	68-72
BELLIES	25-26	25-26	22-24	26-27
SHOULDERS (Dble. Rgh.)	50-53	50-53	50-55	50-55
SPLITS (Lt. Suede)	31-36	31-36	36-38	35-39
SPLITS (Finished Linings)	18-22	18-22	15-20	24-26
SPLITS (Gussets)	15-17	15-17	18-22	18-20
WELTING (1/2 x 1/2)	8	7 3/4	12 1/2	8
LIGHT NATIVE COWS	18 1/2	19 1/2	16 1/2-17 1/2	20

All prices quoted are the range on best selection of standard tannages using quality rawstock.

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- 1602 Locust St.
- LIEBMAN-CUMMING San Francisco
- 718 Mission St. (Pacific Coast and Orient)
- EDGAR A. HERTZ One Chesterfield St., Mayfair, London W.1, England (Export Director)

Tannery and General Office's
GIRARD, OHIO

Regular tannages bring 34c down and the demand is good.

Men's greys have sold at 38c for the top grade. Seconds bring about 32c. Iranians firm at 26c, 22c and 18c. Cabrettas neglected. Scattering demand for pigskins around 35c to 55c.

Sole Moderate

Not too many new sales reported this week by Boston sole leather tanners.

Prices as before. The 10 iron bends, tannery run, bring 52c and below. Better grades up to 54c. The 9/10 iron bends bring 56-58c and down. Medium bends hold at 60-63c. Lights rather slow at 66-68c and below.

Sole leather tanners of Philadelphia find business still quite active with the exception of findings. There is especially large demand for bellies with good demand for factory bends. Prices remain unchanged.

Sole Offal Mixed

Boston sole leather offal tanners and dealers report good activity in bellies and double rough shoulders; not so good in other selections. At that, there is a slight slowdown in the shoulders.

Steer and cow bellies at 26-27c and very strong. Double rough

shoulders hold at 53c and below for tannery run heavyweight welting stock; more for waist belt stock. Lightweights 56c and down. Single shoulders lag in middle 40's and below. Heads and shanks draggy. Former 16-17c and below. Fore shanks 15-17c, hind shanks 17-19c.

Calf Quiet

Boston calf leather tanners report little new this week in their own sales but are encouraged by signs of softening in rawskin market.

Prices as listed: Men's weight smooth calf at \$1.14 and below; better sales 95c and down. Women's top grades at 98c and down; business at 78c and below. Suede holds around 95c and down.

Sheep Mixed

There is some business reported by Boston sheepskin tanners but market is difficult and touchy. Rising prices of foreign pickle skins has tanners squeezed. Most say they are not getting replacement prices now and still there is price resistance.

Russet linings still do best at 22c. Boot linings around 26-27c. Chrome moves at 31c and down with buyers looking for 29c grade. Colors at 27c and below for staples; 28c for high colors. Garment suede brings up to 35c.

Sides Uncertain

Unpredictability of hide market, with new strengthening this week has Boston side leather tanners confused. Business has not been good enough to justify increases but tanners are feeling squeeze of rawstock hike. Meantime, sales are spotty.

Extremes, combination-tanned hold at 53-54c for HM weights. Larger spreads 45c and below. Work shoe 38-42c for retan. Vegetable-tanned extremes pegged at 54c and down.

Kip sides, combination-tanned, at 58-60c for HM's. Better interest below this. M weights a cent less.

Patent Good

This is most active leather market. Patent kips bring 80c and down; extremes 56-58c and below; large leather up to 46c. Orders continue to come.

Splits Better

More interest reported this week in splits. Boston tanners move a good volume of women's weight suede splits at 36-38c for black and colors. Men's heavyweight suede splits slower at 44-40c and below. Linings do best at 18-21c. Gussets slow at 15-17c.

Flexible innersole splits still bring 24-29c for 3½ oz. skins; heavyweights at 33-38c. Lightweight naturals at 18-23c; heavyweights 29-34.

Bag, Case and Strap Same

Not much change reported this week. Some manufacturers needed additional fill-in lots of various types and weights to complete orders on finished goods for Spring and Summer. A little more business in colors indicated but nothing outstanding, it was said.

Case leather of 2/3 ounce quoted at 46-48c, 3/4 ounce at 48-50c, and 4/5 ounce at 50-52c. Strap leather listed unchanged with Grade A in russet finished considered steady around 56c for 4/5 ounce, 58c for 5/6 ounce, 60c for 6/7 ounce, 62c for 7/8 ounce, 64c for 8/9 ounce, 67c for 9/10 ounce, and 70c for 10/11 ounce.

B Grade 3c less and C Grade another 6c less. Premiums over russet of 2c for colors and 3c for glazed usually prevail.

Work Glove Good

Demand for work glove leather continues fairly good. Work glove splits of LM weight continue to hold steady, No. 1 grade ranging 14-15c, No. 2 grade 13-14c and No. 3 grade 12-13c, as to sellers and lots involved. M weight alone remains unchanged, No. 1 grade at 16-17c, No. 2 grade at 15-16c and No. 3 grade at 14-15c.

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Garment Bright

Business in garment leathers seems to be a bright spot in the leather industry. Both horsehide and sheepskin varieties have been in steady demand and buyers have found in many instances they could not buy supplies of leather for the delivery dates wanted because of the fact that many producers are well sold up and ahead into future production.

Sheepskin garment leather held firmly at last realized prices, suede bringing 32c and down and grain finish 30c and down with 27-28c the quotable range for average volume basis. Best tannages of horsehide leather have brought 42c and down following earlier noted business at 40c and down.

Kid Stymied

Kid leather tanners of Philadelphia report the real problem at this particular point is one of price. Rawskins have advanced in price but when tanners try to get new advances on replacements, they meet customer resistance. However, no one is doing much buying right now.

Some demand continuing in black suede, and lower grades are selling. Black glazed also in demand with the price factor a problem. Linings still going along tied to the demand in black suede.

Slipper slow, but not dead. Nothing reported in crushed or satin mats. Actual price lists are those that have been published.

Average Prices Quoted

Suede 32c-96c
Slipper 25c-60c
Glazed 25c-\$1.00
Crushed 35c-75c
Linings 25c-55c
Satin Mats 69c-\$1.20

Belting Mixed

Belting leather tanners of Philadelphia find some differences in the business picture. Rough leather tanners said that this past week was not affected by the slowdown among curriers. Their business continued at good pace and prices were firm. Shoulders remained in excellent demand.

Curriers said that for the second successive week business is rather slow. Although there is activity, demand is not what it was up to and including the early part of March.

AVERAGE CURRIED LEATHER PRICES

Curried Belting	Best Selec.	No. 2	No. 3
Butt Bends	1.30-1.35	1.25-1.31	1.13-1.27
Centers 12"	1.61-1.64	1.51-1.55	1.39-1.45
Centers 24"-28"	1.56-1.58	1.49-1.52	1.40-1.53
Centers 30"	1.47-1.52	1.41-1.47	1.31-1.43
Wide Sides	1.21-1.25	1.15-1.21	1.05-1.14
Narrow Sides	1.15-1.17	1.10-1.13	1.00-1.07

Premiums to be added: Ex Light, plus 5c-10c; Light, plus 7c; Heavy, minus 5c-10c; Ex Heavy, minus 5c.

Tanning Materials Steady

Raw Tanning Materials market very steady with no price changes noted over last week.

Raw Tanning Materials

Divl Divl. Dom., 48% basis shp't. bag	\$73.00-75.00
Wattle bark, ton "Fair Average"	\$104.00
"Merchantable"	\$100.00
Sumac, 28% leaf	\$115.00
Ground	\$115.00
Myrobalans, J. 1's Bombay	\$46.00
Sorted	\$48.50
Genuine	\$53.50
Crushed 40%	\$63.00
Valonia Cups, 30-32% guaranteed	\$65.50
Valonia Beards, 42% guaranteed	\$88.00
Mangrove Bark, 30% So. Am.	\$59.00
Mangrove Bark, 38% E. African	\$79.00-80.00

Tanning Extracts*

Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant	4.25
Tank cars	5.10
Barrels, c.l.	5.42
Barrels, l.c.l.	
Chestnut Extract, Powdered (basis 60% tannin), f.o.b. plant	
Bags, c.l.	10.92
Bags, l.c.l.	11.65
Cutch, solid Borneo, 55% tannin	.08 1/4
Hemlock Extract, 25% tannin, tk. cars f.o.b. works	.0625
bbls. c.l.	.06 1/4
Oak bark extract, 25% tannin, lb. bbls. 6 1/4-6 3/4, tks.	.06 1/4
Quebracho Extract:	
Solid, ord. basis 63% tannin, c.l.	31/64
Solid clar., basis 64% tannin, c.l.	12 3/16
Wattle extract, solid, c.l. East African	.10 1/4
Wattle extract, solid, c.l. South African	.11 1/4
Powdered super spruce, bags, c.l.	
.05 1/4; l.c.l.	.05 1/4
Spruce extract, tks., f.o.b. wks.	.01 1/4
Myrobalan extract, solid, 55% tannin	.07 1/4
Myrobalan extract, powdered, 60% tan-	

nin	.10
Valonia extract, powdered, 63% tannin	.10
Quebracho Extract, Powdered, Swedish spray dried, 76-78% tannin	.16 1/4
Wattle Extract, Powdered, Swedish, 73% tannin	.15 1/4
Powdered Spruce, spray dried, Swedish	.04
Myrobalan, Swedish, Powdered 68-70%	.11 1/4
Oakwood, Swedish, solid, 60-62%	.11 1/4
Oakwood, Swedish, powdered, 64-66%	.12
Larchbark, Swedish, solid, 54-56%	.11 1/4
Larchbark, powdered, Swedish spray-dried, 58-60%	.12 1/4

Tanners' Oils

Cod Oil, Nfd., loose basis, gal.	.90-.95
Cod, sulphonated, pure 25% moisture	.13-.13 1/4
Cod, sulphonated, 25% added mineral	.12
Cod, sulphonated, 50% added mineral	.10 1/4
Castor oil, No. 1 C.P. drs. l.c.l.	.28 1/4
Sulphonated castor oil, 75%	.26
Linseed oil, tks., f.o.b. Minn.	.152
drums	.167
Neatsfoot, 20* C.T.	.32
Neatsfoot, 30* C.T.	.30
Neatsfoot, prime drums, c.l.	.16
l.c.l.	.18
Neatsfoot, sulphonated, 75%	.16 1/4-.17 1/4
Olive, denatured, drs. gal.	2.05
Waterless Moellon	.14
Artificial Moellon, 25% moisture	.13
Chamois Moellon, 25% moisture	.11-.12
Common degas	.18-.20
Neutral degas	.30-.31
Sulphonated Tallow, 75%	.11-.12
Sulphonated Tallow, 50%	.07-.08
Sponging compound	.13-.14
Split Oil	.11-.12
Sulphonated sperm, 25% moisture	.14-.15
Petroleum Oils, 200 seconds visc., tks., f.o.b.	.16
Petroleum Oils, 150 seconds visc., tks., f.o.b.	.15
Petroleum Oils, 100 seconds Visc., tks., f.o.b.	.14

*Imported Extracts are plus duty.

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NEW ADVANCES REPORTED IN MOST HIDE MARKETS

But Calf Tanners Encouraged By Softening In Calfskin Prices

Packer Hides Strengthen

Following last week's trading totaling almost 100,000 hides confirmed sold by four big packers, market showed more buoyancy due to a continued demand for most selections.

Early this week, an upturn in the hide futures market brought some speculative interest into the market with dealers and hide exchange operators outbidding tanners for supplies on a number of selections such as heavy native steers and branded steers. As a result the market firmed up and packers asked advances which were realized on the above noted hides.

All four big packers participated in heavy native steer trading at a half cent advance or 13c for a total of 19,500 from Chicago and river points with some northerns from Albert Lea, Minn., included at the same price. About 10,000 branded steers sold Tuesday by the packers at half cent advances, butts bringing 11½c, Colorados 11c and heavy Texas steers 12c.

A good quantity of heavy native cows sold. Influenced by the advances

registered by heavy native and branded steers, prices of heavy cows showed more stability. Although some river heavy cows sold as low as 14c late in the preceding week, buyers paid up to 14½c for these points and also paid steady prices of 15c for Chicago and 15½c for St. Paul productions.

Up to midweek, packers were slow to offer branded cows because of having previously sold up and ahead into production at a number of points on this selection. In selling quarters, it was thought that a half cent advance was in order for this item as well but large sole leather tanners did not seem anxious buyers and were hesitant about paying up.

Independents Slower

Packers' Ass'n. sold 1,600 branded steers at 11½c for butts and 11c for Colorados. Other large midwestern independent packers rather slow about offering hides the beginning of the week as many have put themselves in a very well sold up position. Trading by these outside packers in the two preceding weeks is estimated

to have totaled around 65,000 hides.

Only other business reported up to midweek was in the New York market where one big packer sold 1,000 branded steers at premium prices of 12c for butts and 11½c for Colorados due to advantages in freight costs to the buyer. Same packer also sold 5,000 southeastern light hides at 19c for natives and 17c for brands.

Small Packers Stiffen

Although upper leather tanners lacked buying enthusiasm, sellers of small packer hides inclined to stiffen somewhat in their ideas of value. Several cars were sold in scattered trading since the previous review.

Sales included 30-60 lb. good mid-west small packer hides averaging 48 lbs. at 15c selected fob.; some fair quality 48-50 lb. avg. at 14c selected fob. followed by sales of very choice plump 53 lb. avg. allweights at 15c selected fob. Early this week, another 1,000 midwest small packer 50 lb. avg. hides sold at the latter price.

The upturn in big packer heavy native steers and branded steers caused sellers to decline bids at 12c for small packer 60-62 lb. avg. and 13c for 56-58 lb. avg. hides, sellers asking at least a cent more. Late sales of heavy western small packer branded hides were at 10c and also 10¼c fob.

Lighter hides on the quiet side and sellers were not particularly pressing for business. Southwestern producers inclined to hold around 18½-19c for 42-44 lb. avg. hides and up to 20-21c for Texas 40 lb. avg. hides. Small packer bulls ranged 9½ to 10c selected fob.

Country Hides Steadier

A steadier undertone to the country hide market this week and a little more interest shown on the part of certain buying outlets. Good locker-butcher hides free of renderers and averaging 50 lbs. or slightly heavier were wanted at 12-12½c but sellers were inclined to hold around 13c.

While good mixed lots of country hides including renderers in varying percentages had been bought as low as 11-11½c, buyers willing to pay the latter price for additional supplies. Renderer hides sold as low as 10½-11c for around 50 lb. avg. in some sections but here too there was more interest, particularly for lighter avg. weight lots with buyers bidding up to 12c for these. Some eastern renderers from low freight points sold up to 13c fob. for light avg. weight lots.

Glue hides had some call around 10c and country bulls remained unchanged at 7½c for carload lots.

HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

	Close Mar. 26	Close Mar. 19	High For Week	Low For Week	Net Change
April	17.15T	17.55T	18.25	17.15	-40
July	16.40T	16.35B	16.90	15.40	+05
October	15.95B	15.85B	16.33	15.95	+10
January	15.55B	15.45B	15.72	15.72	+10
April	15.25B	15.18B	+07
July	14.95B	14.92B	+03
Total Sales: 332 lots					

HIDE AND SKIN QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago	Suspended Ceilings
Heavy native steers	13	12½-13	13½	12½	28
Light native steers	18N	18 -18½	19½	17	31½
Ex. light native steers	21	21N	22	19	34
Heavy native cows	14½-15½	14½-15½	15½-16	14½-15½	29
Light native cows	18	18	18½-19	16½-17½	31 -32
Heavy Texas steers	12	11½	12	11½	25
Butt branded steers	11½	11	11½	11½	25
Light Texas steers	16N	16	17	15	29½
Ex. light Texas steers	18½	19N	20	17	32
Colorado steers	11	10½	11	10½	24½
Branded cows	13 -13½	13 -13½	13½-14½	14 -14½	28½-29
Native Bulls	11	11	11½	11 -11½	20
Branded Bulls	10	10	10½	10 -10½	19
Packer calfskins	47½-57½	49½-57½	48½-57½	25 -37½	65
Packer hipskins	31 -40	31 -37½	31 -37½	24 -27	50

NOTE: Price ceilings have now been completely ended by the government. All remaining goods and services have been removed from price controls. All regulations winding up controls require that applicable records be held until April 30, 1955.

Calf and Kip Soften

Big packer calfskins declined this week. After a period of inactivity during which time packers did not offer out any skins and tanners refused to make bids except at lower prices, some trading developed at 2½-3½c lower prices. One big packer sold total of 22,000 northern calf comprised of Wisconsin lights at 47½c and heavies at 50c along with some St. Paul lights also at 47½c.

One of the big packers reported having sold 1,000 Kansas City kip at 40c. Previous trading by one of the big four packers involved 4,300 January-February kip and overweights at 37½-32½c for northern and 36c and 31c for southern. About 25,000 packer regular slunks sold at \$2.25, up 15c from previous trading. Although large hairless were sold by some packers up to 90c, other business has been reported at 80c.

Small packer skins quiet and considered nominal at 45-50c for all-weight calf and 30-32½c for kip. Country skins in carload lots ranged 21-22c for calf and 18-19c for kip; small lots about 5c less.

Horsehides Firm Up

This market firmed up again with more interest reported for good northern slaughterer whole hides.

Buyers willing to duplicate lately reported trading levels ranging \$9.75-10.00 for untrimmed and \$9.00-9.25 for trimmed lots fob. shipping points. Sellers, however, inclined to name higher ideas and, being fairly well sold up due to recent trading, had comparatively few hides on hand to offer at this time.

Cut stock holding steady at \$6.50-7.00 for good northern fronts while \$3.25-3.50 continued to be a quotable range on 22" and up butts.

Sheep Pelts Steady

Market has held about steady although some packers have taken slightly lower prices for less desirable quality skins and made discounts on midwestern productions from distant points with comparatively high freight rates. Latest confirmed sales of big packer midwestern clips in the range of \$2.65-3.00, No. 1 shearlings at \$2.25-2.50, No. 2s at \$1.65 and No. 3s at \$1.10.

Reports that some small lots of midwestern spring lamb pelts sold in the range of \$2.25-2.50 per cwt. liveweight basis, and rumors were heard this week that some spring lambs on the west coast brought up to \$3.00.

Midwestern packer March wool pelts quotable around \$4.45-4.55 per cwt. liveweight basis. Full wool dry

pelts had some call around 28c del'd., last paid but sellers inclined to try for a cent more. Pickled sheep and lamb skins last reported sold at \$12.75 per dozen.

Dry Sheepskins Scattered

Only scattered sales can be confirmed as most buyers unwilling to meet prices asked by shippers.

Cables from Australia state that at the Sydney wool sheepskin auctions, 45,000 skins were offered with lambskins two to four pence and all other descriptions one to three pence dearer.

Some negotiations pending on Argentine wool sheepskins but as yet buyers and sellers have been unable to get together on the price. Most of the Punta Arenas skins are either going to Europe or being taken by local pullers.

Hair sheep markets continue firm but slow. Some demand for Brazil cabrettas but relatively few offers. Reported that a lot of regulars, 68/70-kilos, sold at \$11.00 per dozen fob. However, most shippers have higher views and some selling quarters are of the opinion that they could probably realize slightly more, if they were able to obtain offers from good shippers.



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Roy Wilson, Dickson Ltd., 7-8 Railway Approach, London, S.E.1

Getz Bros. & Company, San Francisco, Calif.; New York City

Cape gloves very inactive as asking prices too high, especially compared with the cabretta market. Occasional sales of Nigerians but relatively few offers coming in as shippers continue to move available supplies to Europe. Mochas, dry salted Sudans and Mombasas quiet.

Shearlings continue slow and nominal. Most offers received from primary markets are too high for buyers here, who continue to satisfy their requirements with domestic production skins.

Pickled Skins Active

New Zealand market turned active

again this past week at further advances. Several thousand dozen North Island lambs sold at from 100-102 shillings with the outside last paid. North Island sheep also active at 117-119 shillings as to brands while some South Island sheep sold at 110 shillings. No late sales South Island lambs but offers reported at 86 shillings.

Domestic market unchanged as further sales sheep and lambs at \$12.75 per dozen. However, buyers are talking the market down on account of the poorer quality skins now coming forward.

Reptiles Slowed

Although there is still a good demand for lizards, selling quarters state some buyers are showing price resistance to steadily advancing prices.

Although snakes continue slow, some are of the opinion that buyers may turn to these should lizards continue to rise.

Further sales of wet salted Agra back cut lizards involving 8 inches up, averaging 9 inches and 9 inches up, averaging 10 inches, 80/20 selection, at around last trading levels, which were 25-28c for the smaller sizes and 30-33c for the larger sizes. New offerings quite sizable for July forward shipment and prices range from 25-28c, 33-35c and 38-40c for the 10 inches up, averaging 11 inches.

Calcutta oval grains, 40/40/20, 90/10, offered at 19-21c and 60/40 at 28c. Some offers of Madras bark tanned whips, 4 inches up, averaging 4¾ inches, 70/30 selection, at 70c. A large quantity of wet salted Colombian iguanas sold at 30c for 8/10 inches, 36c for 10 inches and up and 41c for 12 inches and up.

Brazil back-cut tejus, 20/60/20, have been selling at 85c fob. Chameleons nominally quoted at 17½-18c fob. Not much change in ring lizards.

Deerskins Move

A tender of 4,000 New Zealand skins sold at over 90c, although exact price lacking. On regular lots, very few offers made and sellers have ideas over 80c cif.

Brazil "jacks" neglected as buyers show very little interest. Dealers would go along around 55c fob., basis importers. Some offers of Siam skins but asking prices above buyers' views. As Japan is an active operator at origin, shippers show little inclination to reduce asking prices.

Pigskins Firm

Fairly good call from Fulton County and Europe. Reports that Europe bought some Para grey peccaries at close to \$2.00 fob. New York. Manaos and Peruvian grey peccaries selling at \$2.30-2.35, basis manufacturers. Blacks slow although black leather has been moving.

Maranhao grey peccaries sold at \$1.50 and blacks at \$1.40 fob. Bolivian grey peccaries held at \$1.65 and blacks at \$1.40 c&f.; buyers' ideas 10c less. Chaco dry carpinchos selling at \$3.30, basis manufacturers, and wet salted capivaras at 10c less.

Due to restrictions on hunting, not many offers of Peruvian skins. Occasional sales Matto-Grosso peccaries but usually asking prices above buyers' views.

Italian



Chestnut Extract

SOLID and POWDER MADE FROM LIVE WOOD

Italian Stainless Sumac Crystals

Tanexco, Inc.

SOLE AGENTS

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Leather Finishes

Quality leather finish is one of the prime ingredients that contributes to the art of making fine leather.

Many years of experience together with uniformly high standards of production have helped to give HYDRODITE its respected position in the leather industry.

The producers of HYDRODITE invite you to make use of their research laboratory and technical staff.

BRANCHES: Drexel Bldg., Philadelphia;
Union, N. J.; Salem, Mass.

A. J. & J. O. PILAR

Leather Finish Specialists

CHAPEL ST. & LISTER AVE., NEWARK, N. J.

NEWS QUICKS

About people and happenings coast to coast

Tennessee

• **Acme Boot Mfg. Co.** has begun training operations at Ashland City for workers to be employed in the company's new plant there. About 40 workers will be trained for stitching room operations before the plant is opened about April 15.

California

• The business heretofore carried on by Paul Legallet, Vera Legallet and Paul Legallet, Jr., as partners doing business under the name and style of **Legallet Tanning Co.**, will hereafter be carried on by Legallet Tanning Co., a California corporation. Same management, officers and policies will be retained at the same location, 1099 Quesada Ave., San Francisco 24. Legallet tans glove and garment leathers.

Missouri

• **Vaisey-Bristol Co.**, shoe manufacturer which has announced it will close its plant at Skowhegan, Me., will build another at Pierce City in Missouri, according to company officials. The new plant will cost about \$125,000 and have a production capacity of 2,000 pairs per day. This coupled with production at other plants in Monett and Marionville will give the company a total daily output of 6,000 pairs.

• The **St. Louis Shoe Manufacturers Association** has announced the banquet of its Seventh Annual Fall Shoe Show will be held April 21 at the Hotel Jefferson in St. Louis. The Show extends from April 19-22. Harry Bennigson, vice president of Hamilton Shoe Co., and Morris Kalmon, vice president of Paramount Shoe Mfg. Co., are co-chairmen of the entertainment committee.

• Referee has granted trustee permission to sell at private sale all merchandise, including leather and unfinished and partially-finished shoes of **Foot Pleasure Shoe Co.**, Owensville manufacturer, to **Weber Shoe Co.** for \$5,400 in cash. Included also are company goodwill and its trade name, "Sparkle Toes."

Wisconsin

• Estate of **William E. Weldon**, one of the founders of Nunn-Bush Shoe Co., Milwaukee, has been valued at \$450,919, according to inventory filed with County Judge Roy R. Stauff. Weldon died on March 17.

New Jersey

• Liabilities in the bankruptcy matter of **Jack G. Carrodus**, shoe chain of Atlantic City, are reported at \$33,198 with assets at \$30,561. In the company's Chapter XI petition, creditor offers to pay \$12,293 on unsecured claims of \$31,818 and administration expenses, payment of \$3,000 to be pro-rated on confirmation of plan. Balance to be paid in four equal installments over a 16-month period. Assets include merchandise stock of \$27,867.

Virginia

• **Virginia Shoe Co., Inc.**, of Fredericksburg is moving to new quarters at Prince Edward and Williams Sts. The move will be completed by April 10, according to company officials.

Illinois

• **Crawford Shoe Co.** has begun construction of a new plant south of Mattoon. The firm, which makes baby shoes, will move into its new building early in July. Capacity is estimated at 2,500 pairs per day with over 70 workers.

Massachusetts

• The **Abraham Shapiro Athletic Center** at Brandeis University in Waltham, named for the late dean of the New England leather and shoe industry, will be dedicated at formal exercises Sunday morning, April 12. Planned as a "living memorial to the great man whose name it bears," the Shapiro Center will house three practice basketball courts with a seating of 3,000 available for public contests. The main gymnasium, measuring 16,000 square feet, is one of the largest in the East.



Jacques Wolf Chemicals PRODUCE HIGH GRADE LEATHER

SYNKTAN 0-230

A liquid synthetic tannage that equals the qualities of vegetable extracts. Replaces Sumac. Used as a retan on chrome stock.

SYNKTAN NPP

For high grade whites and pastel colors; produces full plump leather.

SYNKTAN NCRP

Specialty syntan, used in combination with chrome tannage or in the dye bath for better grain.

TANASOL NCO

Syntan in beads, to use with extracts in the tanning and retanning operations.

TANASOL PW

Syntan in beads, to use with NCO for bleaching chrome stock and in retanning chrome stock. In the dye bath for good level colors.

FUNGIZYME BATES

Pancreatic bating salts of standard, controlled quality.

Bate A & AS—For sheep skins and sole leather.

Bate B & BS—For furniture leather, side leather and calf skins.

Bate C & CS—For goat skins.

SULPHONATED OILS (Various Bases)

MONOPOLE OIL (For Finishing)

EMULSIFIERS and DETERGENTS—For good degreasing.

Samples and information upon request.

Carlstadt, N. J.
Los Angeles, Calif.



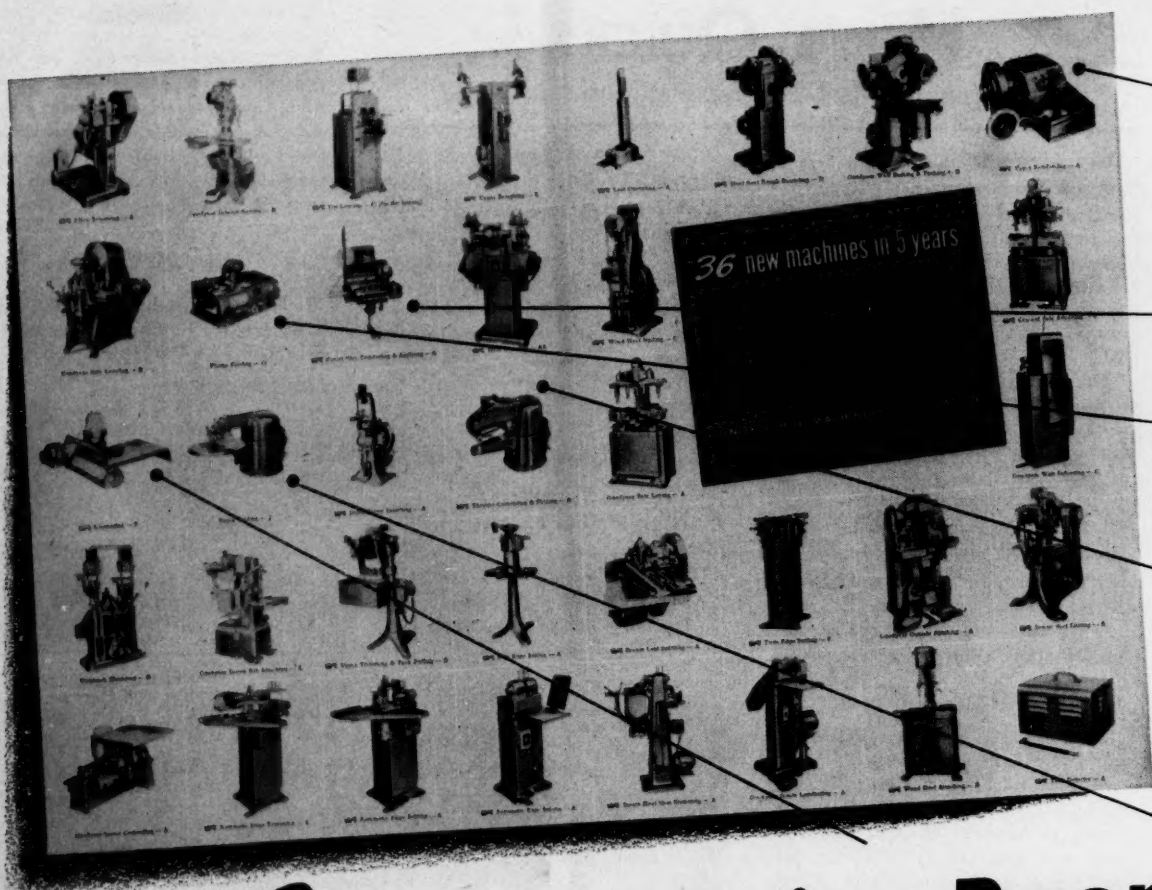
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SOLID
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LIQUID

THE
RIVER PLATE
CORPORATION

405 LEXINGTON AVE., CHRYSLER BLDG., NEW YORK



Six new Fitting Room the result of United's Continuing

Within the span of five years, 36 new United machines have been introduced commercially to the Shoe Manufacturing Industry. Six of these machines are designed to meet Fitting Room requirements.

United's extensive experience in the shoe machinery field, its knowledge of shoemaking and its continuing re-

search program have made possible the development of these machines and the new machines yet to come.

United's mechanical and shoemaking service along with its readily available inventories of replacement parts located in shoe manufacturing districts throughout the country assures the operating efficiency of United machines.

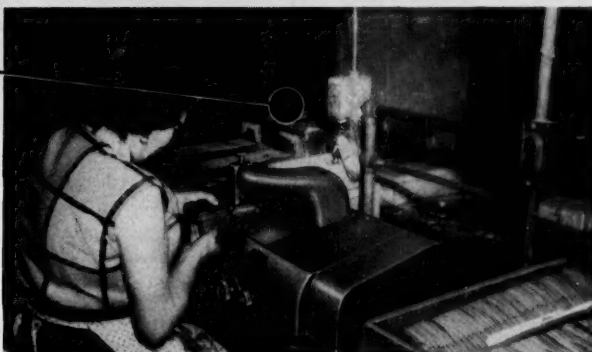
UNITED SHOE MACHINERY CORPORATION
BOSTON, MASSACHUSETTS

UPPER REINFORCING—(A) Simple adjustments enable operator to locate the stays quickly and with precision on either bal or blucher vamps. Precoated reinforcing stays in lengths of $\frac{1}{4}$ " to 1" are cut and applied rapidly.



EYELET STAY APPLYING—(A) The only machine which cuts and cements uncoated tapes and applies the stays with precision accuracy to lining or upper. This model increases production, reduces costs and safeguards shoe quality.

PLUMA SKIVING—(O) Operator fatigue is reduced because the working area is inclined toward the operator. A new principle of knife construction eliminates poor fitting and the gap between knife ends. Quieter and more efficient.



machines— Research...

THERMO-CEMENTING—(A) Efficient and economical French binding is possible with either fabric, imitation leather or leather bindings. Uniformly maintained temperature aids the passage of thermoplastic cement from a heated receptacle through a chamber in the hollow presser foot.



CEMENTING—(F) Substantial savings are possible with this machine, which has excellent means for controlling cement coating. Virtually eliminates piping, previously a problem in machine backing and doubling with latex cements.



RAPID FOLDING—(J) A machine speed of 2,000 RPM gives far greater output than possible with previous models in finishing the raw edges of uppers. The beveled and cemented edge of the unlined leather upper is rapidly folded and pressed down to produce neat, finished-looking edges on shoe uppers.

● **Pepperell Braiding Co.**, East Pepperell manufacturer of braided shoe laces, has been sold to **Donald L. Light** of Wayland, according to Mr. and Mrs. Charles A. McGraw, retiring owners. McGraw opened the firm in 1908 and has been in charge over the past 45 years.

● Executives of **Bata Shoe Co.** were recent guests of Charles H. Jones, Jr., president of **Commonwealth Shoe and Leather Co.**, Whitman shoe firm, at the Commonwealth plant. The visitors are currently touring American shoe factories.

New York

● **G. Hirsch Sons, Inc.**, New York manufacturer and importer of shoe fabrics and trimmings, has announced the following appointments: **Ben P. Manheimer** of 1604 Locust St., St. Louis, will cover the St. Louis territory for the firm, and **John J. Fink** of 137 Wells St., Dorchester, Mass., will handle Massachusetts, New Hampshire, Maine and Vermont. Both will handle the company's complete line of novelty fabrics, metallic cloths and meshes and rhinestone and novelty trimmings.

● Involuntary petition in bankruptcy has been filed against **M & M Leather Goods Corp.**, New York manufacturer of leather novelties. The firm had previously made an assignment for the benefit of creditors. Receiver has been appointed under bond of \$1,000. Estimates of liabilities are placed at \$50,000 with assets at \$10,000.

● **Schwab Latex Co.** has opened new plant and general offices at Riverside Drive and 134th St. The new building triples Schwab's previous office space at 135 West 100th St.

● The **Superintendents' and Foremen's Association** of New York held its annual boxing get-together March 23 at the Eastern Parkway Arena in Brooklyn.

● Creditors of **Amity Slipper Corp.**, Brooklyn manufacturer of house slippers, met March 24 before referee to consider a Chapter XI plan in the firm's bankruptcy matter. Schedules show liabilities of \$40,500 and assets of \$10,900. Hearing on confirmation is set for April 2.

● Unsecured creditors of **Sporting Shoe Co., Inc.**, New York footwear firm which made an assignment Dec. 14, 1952, will receive no dividend on their claims, according to Court order, following ruling of final account by the assignee.

● Creditors of **Norma Footwear Corp.**, Brooklyn footwear manufacturer, which has filed for arrangement under Chapter XI, have assigned their claims for 25 percent cash to a third party, it is reported. Unsecured claims total \$116,204. Hearing before referee was held March 23.

● Fall lines of the **Guild of Better Shoe Manufacturers** are scheduled to open April 13 in member showrooms and at the Hotel Shelburne in New York City.

● Referee's report in bankruptcy matter of **Ru-Mart Glove Co., Inc.**, New York glove manufacturer, indicates general creditors will receive no dividend.

● **S. & S. Department Store** and **Sidney Stern**, New York, have received discharge from bankruptcy, it is reported.

LEGALLET

**GLOVE-TANNED
MOCCASIN COWHIDE LEATHERS
ALL SEASONAL COLORS**

**GLOVE LEATHERS
goat, cow and deer**

**LLANA
GARMENT LEATHERS
goat and cow**

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Industrial Leathers, 722 East Washington Blvd., Los Angeles, Calif.
Allen Leather Company, 1433 Locust Street, St. Louis, Missouri

CLASSIFIED ADVERTISING

(Other Want Ads on Page 37)

Wanted and For Sale

Leather for Sale

200,000 feet Black and Brown Sheepskins, with Boar and Shark Prints, excellent quality goods made by leading American sheepskin tanners.

25,000 feet Sheepskins in Cell and Morocco Prints. Colors—Black, Brown, Suntan.

25,000 feet Bark Tanned Sides, top grains, all in Alligator prints. Colors—Black, Brown, Suntan, Red, Blue, Green.

Will sell at under fifty percent less than cost. Must liquidate. Samples on request. For full information, write to:

C-9,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

For Sale

- 6 United 4-foot Dinkers
- 1 United 3-foot Dinker
- 2 United Victory large sole leather rollers
- 1 Quarmby & Hilliker large sole leather roller
- 1 United large splitter, 24- or 28-inch
- 1 United large splitter, 18-inch
- 1 Baling machine
- 2 United power sole leather stuffers
- 1 60-inch Quarmby & Hilliker almost new stuffer, with large steel table
- 2 Knox blockers
- 1 Old Peerless buffer

Address C-10,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Tannery for Sale

Medium sized tannery in Southwest, equipped with new machinery. Consider partnership to purchase half and manage buying and selling. Tanning experience not needed. We take care of tanning. Address B-17, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Genuine Chamois Leathers

We can offer prompt supplies of
GENUINE CHAMOIS LEATHERS

At very low prices.

Order now for Springtime.

MONA CHAMOIS COMPANY.

62a Athol Street,
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SEDGWICK K. JOHNSON

Leather Chemist and Tanner

Research and Government Work a Specialty
E-4 19 Pingry Place, Elizabeth 3, N. J.
Elizabeth 3-7336

Blue Splits Wanted

BLUE SPLITS WANTED: Car or truckload quantities. Untrimmed or trimmed. Also Blue Shoulder Splits, Bottom Splits, etc. Steady user.

Address C-5,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Wanted

CONTRACT TANNER for fine hat leather; either tanning or finishing or both. Well equipped. Experienced; year-round work.

Address Q-13,
c/o Leather and Shoes,
20 Vesey St.,
New York 7, N. Y.

Wanted

SHEEPSKINS, any quantity, off board, colored or finished. All grades, job lots or steady supply.

Address Q-14
c/o Leather and Shoes,
20 Vesey St.,
New York 7, N. Y.

Hides, Skins, Splits & Goat Hair From India — Regularly

48,000 Goat Skins 5,000 Buffalo Hides
30 Tons Goat Hair
AARON DORFMAN
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Tel. Kingsley 6-0736 (9 to 10 A.M.)

For Sale

EQUIPMENT OF COMPLETE REPTILE TANNERY. New within the past ten years including 1 Sheridan Press No. 8E steam head complete with travelers guard and motor—new 1945; 1 Sheridan Press No. 5 steam head complete with travelers guard and motor—new 1949. Company forced out of business.

Kleme Leather Company
57 Bergen Street,
Newark, N. J.

Help Wanted

Tanner Wanted

WOULD PREFER A TANNER with experience in tanning lace leather in Rawhide, Indian tan and chrome.

Address B-10,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Stitching Room Machinist

WE HAVE AN OPENING for a thoroughly experienced stitching room machinist. Pay is excellent and the job is steady. Anyone interested, please contact Peter Freedman, A. Freedman & Sons, Inc., 84 Sawyer Street, New Bedford, Mass. Telephone New Bedford 9-6429.



OMAR had to put up with desert air that dried out his goatskin tents.

But you don't have to put up with "desert air" in your plant during the heating season.

The proven cure for dry air is Armstrong Steam Humidification.

Armstrong Humidifiers are low cost, economical to operate.

They have been proven in many leading shoe factories.

Guaranteed to satisfy or purchase price refunded.

It costs nothing to find out about Armstrong Humidifiers.

Full details in free BULLETIN No. 1774. Write today.

ARMSTRONG MACHINE WORKS

879 Maple Street • Three Rivers, Michigan



HIDE FUTURES

(Continued from Page 11)

from becoming too violent is one of the chief functions of the Hide Futures market which acts as a sort of buffer.

Classification Important

One of the most important functions of the Hide Futures market is the classification of hides for trading purposes. Hides of cattle slaughtered at the thousands of packing houses throughout the country are called "packer hides" and are used as trading medium for futures contracts on the exchange. Considerable numbers of cattle are still slaughtered by local butchers and on farms for home use. These are called "country hides" and are considered inferior, hence not acceptable on futures contracts. In "packer hides" there is a wide variety of quality valuation determined by such factors as take-off workmanship, curing processes involved, seasonal quality fluctuations and tare allowances.

In actual operation, the trading floor of the Commodity Exchange is

the focus of attention. Here brokers gather around four separate trading rings each morning—hides, rubber, etc.—and fill the Exchange with the sound of their calls. Only Commodity Exchange members are permitted to execute orders on the floor. Members generally operate for their clients—producers, dealers, converters and speculators.

All trading is done by "open outcry"—the calling of bids and offers across the trading ring to assure open competition and free setting of prices. With scores of brokers gathered around the railings of the rings, there is rapid movement, as pages and clerks transmit orders and executions to and from the trading areas.

In general, the actual mechanics of the Hide Futures market are similar to those of the security markets. Located around the floor of the exchange are convenient booths with direct public or private telephone connections to member offices. When an order to buy or sell is received from a customer in the office of a commission house, it's telephoned immediately to the broker on the exchange floor.

The floor broker who transacts the business for the firm notes the order on a slip of paper and hurries to the trading ring where the order can be executed. As soon as the transaction is completed, the broker reports back to his firm, first noting on his card the commodity involved and name of the broker to whom he has sold or from whom he has bought. The other party to the transaction does likewise.

Compare Cards

At the end of the business day, all brokers compare their cards and exchange signed contract slips which contain all necessary information regarding the transactions. These contract slips are signed by a representative of the firm which assumes the "clearing" of transactions. "Clearing" is the method by which all signed contracts are guaranteed as to delivery and payment for delivery at contract time and at contract price.

Another important feature of the trading room is the blackboard arrangement high above the floor, along two walls of the exchange. Prices of

(Concluded on Page 38)

WINSLOW



KIDDIE CHROME
FULL CHROME TANNED
LAMBSKINS

WINSLOW BROS. & SMITH COMPANY

STORES: BOSTON, 97 SOUTH ST. • NEW YORK, 13 SPRUCE ST. • CHICAGO, 173 NO. FRANKLIN ST.

*A leather-lined shoe is a more
saleable shoe.*

FLEX-GORE

Reg. U. S. Pat. Off.

EXTRA STAMINA

Cord edge

WITH ITS PATENTED ELASTIC YARN SELVAGE
MANUFACTURED UNDER PATENT NO. 2582100

We have a gore with the correct stretch and power for every pattern and shoemaking application



Send for samples
in standard browns,
black and in season's colors

All widths —
dyed by our own
experts

MOORE FABRICS

PAWTUCKET, RHODE ISLAND

CLASSIFIED ADVERTISING

(Other Want Ads on Page 35)

ACCOUNTANT—OFFICE MANAGER WANTED

For tannery in Newark area. Experienced in the preparation and auditing of payroll and analytical statements and cost accounting procedure. Supervision of office systems including pricing, production and stock records. Salary commensurate with ability. Send complete resume of experience, qualifications and salary desired. Our employees are familiar with this adv. All replies held strictly confidential. Apply Box Q-12, c/o Leather & Shoes, 10 High St., Boston 10, Mass.

Help Wanted

Roadmen

ROADMEN to sell and service imported shoe machinery for the Boston, St. Louis, and Milwaukee areas. Will train. Send detailed resume to:

C-16,
c/o Leather and Shoes,
20 Vesey St.,
New York 7, N. Y.

Salesman Wanted

SALESMAN WANTED to handle sole leather products for the Finding Trade. State previous experience. Commission basis. For full particulars write

C-17,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Salesmen Wanted

COMMISSION SALESMEN WANTED for the NEW ENGLAND STATES, also WEST COAST, for Industrial Sewing Machine Needles.

Address C-18,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Sales Representative

WELL ESTABLISHED leather belt manufacturer—with complete line—has exceptional proposition for high type experienced man with contacts in large industries. Various territories. Address C-19, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Shoe Fitter

WANTED: Shoe fitter experienced on fine machine work of upper restyling, fitting and pattern work on ladies' and men's shoes. Kansas City, Mo. location. Excellent opportunity—steady work. Vacation and insurance benefits. Address C-20, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Situations Wanted

Tanner-Technician

TANNER-TECHNICIAN: With 25 years' experience in tanning sides, calf, sheep, chrome, vegetable, or combination for shoes and fancy leathers. Seeks connection as Assistant Supervisor. Prefer California. Address C-14, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

All-round Tannery Man

ATTENTION: Tanners, Pullers, Chemical companies and allied trade. Can you use the services of a Tanner with 20 years' of practical and technical experience in tanning and finishing, hides, sides, calf, sheep, chrome, bark, combination as Trouble Shooter, Research, Adviser, Demonstrator, Instructor, or Organizer? Age 40, strong and ambitious. Address C-15, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Superintendent

PRODUCTION AND QUALITY MAN of exceptional experience and ability seeks new connection. Will go anywhere. If interested, reply to Q-4, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

Leather Salesman

YOUNG EXPERIENCED LEATHER SALESMAN, with over 20 years' experience in all types of shoe, glove, garment, sole, and luggage leathers, wishes to make connection with established or up and coming tannery. Well acquainted with the Midwestern and Eastern trade. Address C-13, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Stitching Room Foreman

AVAILABLE WITHIN TEN DAYS, stitching room man of wide experience. Knows how to train and get along with help. Can get the work out on time. Address Q-6, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

Stitching Room Foreman

DO YOU NEED a stitching room foreman who knows his job thoroughly? Capable and energetic man now available. Address Q-7, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

Upper Leather

SALESMAN now covering N. E. territory desirous of representing reputable tanner on commission basis. Address Q-2, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

T A B E R T A N N E R Y P U M P S

... have been meeting the special requirements of the Tannery since 1859. Write for Bulletin TP-629

TABER PUMP CO.
300 Elm St. (Est. 1859) Buffalo 3, N. Y.

K-301

Splitter

Position wanted—splitter—best of references. Address Q-8, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

Making Room Foreman

STOCKFITTING AND MAKING ROOM FOREMAN of 20 years' experience available at once. Can handle all types of shoes. Very good knowledge of patterns. Address Q-9, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

Cutting Room Foreman

I CAN TAKE FULL CHARGE of any cutting room, get the work done and keep accurate control of inventory. Know leathers and how to handle fabrics. If interested address Q-10, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

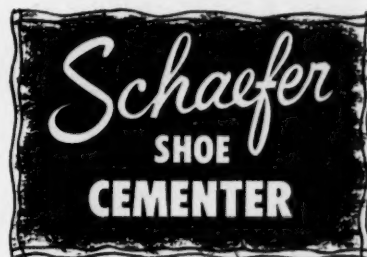
Hide Man

THOROUGHLY EXPERIENCED with cattle hides and calfskins, able to meet all requirements of the line. Willing to go anywhere.

Address Q-11,
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Boston 10, Mass.

Cutting Room Foreman

Man with wide experience on all kinds of leathers. Can take full charge of all upper leather buying as well as running room. Will go anywhere. Address Q-15, c/o Leather and Shoes, 10 High St., Boston 10, Mass.



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7" & 11"
WIDE

FREE
TRIAL

for SOCK LININGS — VAMPS — BOX
TOES — INNERSOLES — LININGS —
HEEL PADS

Schaefer Cements completely and uniformly latex die-cut pieces of leather, cloth, faile, leatherette, fibre and paper. Quick disassembly for cleaning.

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(Concluded from Page 36)

transactions below are chalked up almost at the instant they are made. An operator on the rostrum, in the center of the trading room, flashes the prices of each transaction on the commodity ticker service wires. Several times during the day, the leading news services quote the latest commodity prices for use anywhere in the world.

During its twenty years of association with the CE, the hide group has evolved precise descriptions of grades of hides and set them forth in its code of Rules and By-Laws governing all hide transactions. The exchange has obtained for its hide contracts universal trade acceptance.

Important in this connection, too, is the hide storage problem which has been solved by CE officials. Specifically, for the storage of salt-cured hides, CE has evolved a regulation of warehousing conditions and methods after long study and experimentation. Compliance with these conditions is assured by a process of licensing and by designation of acceptable refrigerated warehouses where all certificated stocks for delivery against futures contracts must be kept.

Speculator Influential

As in most commodity markets, the speculator plays an influential role in hide futures. Regular traders agree that if trading were restricted to the buying and selling of hides incident to hedging, it would be difficult to place and lift these hedges. The speculator, motivated by quick profits, actually gives the market the broadness and liquidity it needs.

Occasionally, an unscrupulous speculator may try a quick killing. However, the very open nature of hide futures trading works against the success of any such killing.

In the final summing up, the Hides Futures market offers equal advantages to all segments of the hide, leather and shoe industry. The packer, familiar with the production outlook, can sell futures contracts as insurance against loss. The tanner can assure himself of reasonable profit or minimum loss by trading in these futures. Finally, the shoe manufacturer, always fearful of being caught with an overlarge inventory, can minimize his chance of loss by futures trading. All stand to benefit.



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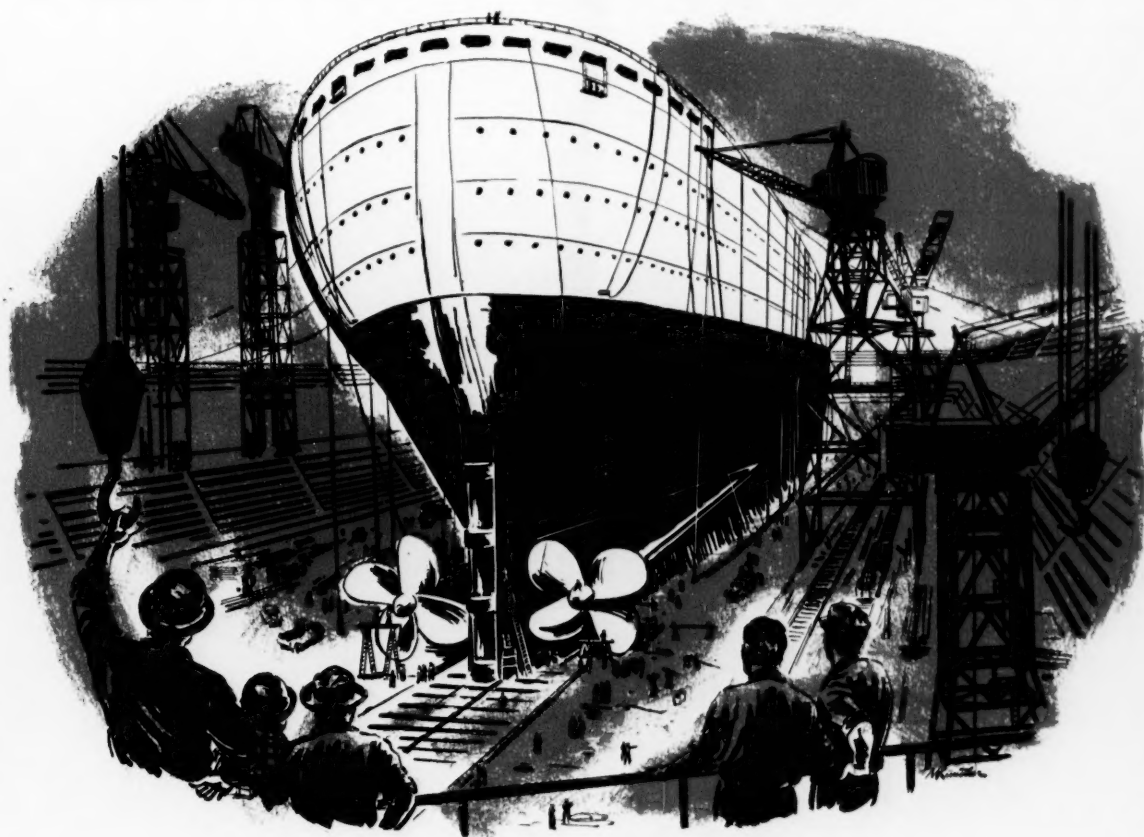
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